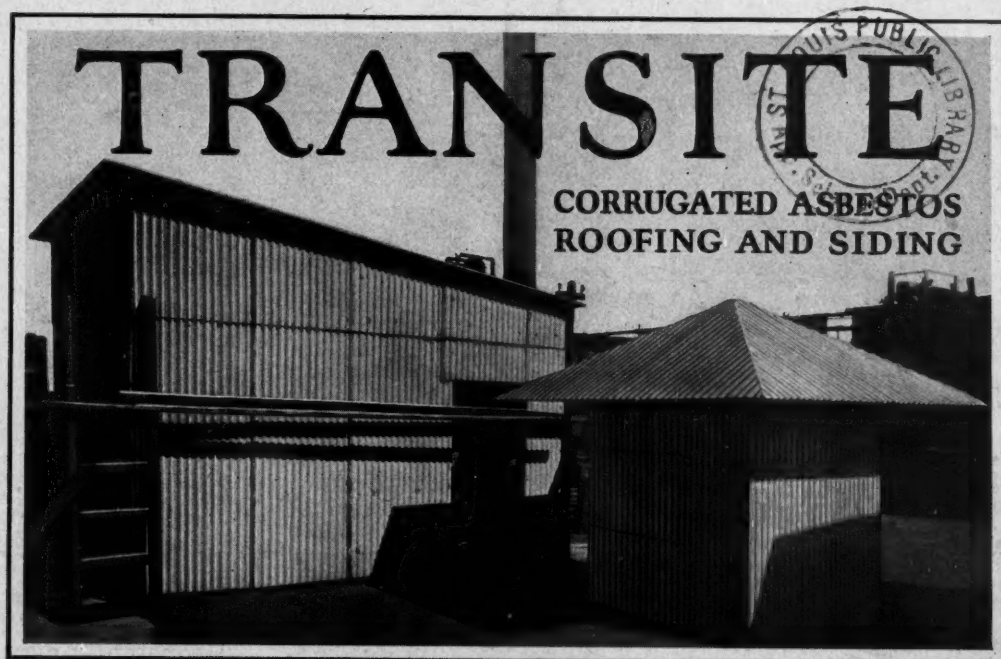


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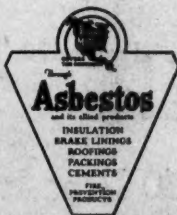
JULY 2, 1927



For paintless permanence

THE view shows a plant roof of a well known packing company.

Once you might have seen a wooden pent house and a metal ventilator here, but they had to be replaced. The company rebuilt them with Transite so they would never have to be replaced again or even painted.



The company also uses Transite for hose cart houses, motor housings, fuse and switch housings, scale houses, cold storage building entrances, etc.

A lot of money will be saved, for Transite requires no painting or upkeep of any kind. It is a monolithic sheet of asbestos and cement, therefore immune to the attack of the elements.

JOHNS-MANVILLE Corporation, Madison Ave. at 41st St., New York.
Branches in all large cities. For Canada: Canadian Johns-Manville Co., Ltd., Toronto

JOHNS-MANVILLE

You Can't Beat the "BUFFALO" When it Comes to Grinding Meat FINE and FAST —and without Heating or Mashing

What prominent sausage makers think of the "BUFFALO" Grinder

"We get a nicer, cleaner cut with your machine and it turns out work faster than any grinder we have ever used."

"We have tried your grinder out and find it is entirely satisfactory and works beautifully."

"The 'BUFFALO' Grinder not only grinds our coarse cuts very satisfactorily, but the meat going through the fine plates is ground better and quicker than on any other Grinder that we have used."

"It is the finest grinder we ever used. Turns out better work in less time. The only objection our sausage maker has is that he has to work too fast to keep it going."

"Now we've got a good, heavy, strong machine that won't cause any trouble."



Drain flange makes it impossible for meat or juices to work out of cylinder into bearings.

5 Points of Superiority of "Buffalo" Grinders

1. *Silent chain drive:* operation noiseless.
2. *Large, heavy roller thrust bearing,* properly placed directly back of feed-screw. *Avoids any springing or heating.*
3. *Drain flange* (patent applied for) prevents any meat juices leaking out of cylinder into bearing or oil from leaking into cylinder, eliminating all thrust bearing trouble. Since using we have never had one moment's bearing trouble on any machine.
4. *Feed-Screw,* special design, exceptionally heavy, made of steel.
5. Entire construction mechanically perfect; built to give lifetime service.

"BUFFALO" Grinders are already installed by many of the best people in the United States who quickly saw the advantages in using this improved machine

John E. Smith's Sons Co., 50 Broadway, Buffalo, N. Y. U. S. A.
Patentees and Manufacturers

BUFFALO

Silent Cutters
Mixers
Grinders
Stuffers

Backed by 57 Years Experience Building Quality Sausage Making Machines

add out

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

PUBLISHED EVERY SATURDAY

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Vol. 77 July-Dec, 1927 Chicago and New York, July 2, 1927

No. 1

Trade Set for Ham and Bacon Campaign

**Retailers Throughout the Country
Pledge Their Cooperation at Meetings
Packer Salesmen to be Given Prizes**

As the opening day of the big ham and bacon advertising campaign approaches, enthusiasm for it in the meat industry increases.

The packers were solidly behind the plan from the start. Now the retailers have fallen into line and have pledged their hearty cooperation to make the drive for a greater ham and bacon consumption a huge success.

Last week the plan was brought to the attention of the packer salesmen. This week there is announced a schedule of cash prizes for them that should inspire every salesman to go out and do his best to put the campaign over.

Advertising literature, dealers' helps, posters, recipe books and other matter by the millions of pieces are being sent out, and there is more to come.

The opening gun will be fired July 7. This day will see the start of the biggest thing ever attempted in the meat industry. It is going over, and going over big, because the men in the meat industry will put it over.

Many Cash Prizes and a Grand Prize Offered to Salesmen

Attractive special money awards for packinghouse salesmen, offered by the Institute of American Meat Packers, have been made a feature of the big ham and bacon campaign. There will be two separate classes of awards and a grand prize for the salesmen who show the greatest results in getting dealers to display all of the ham and bacon store material during each week of the campaign.

In the second award, the prizes will go to those salesmen who get the greatest number of stores to hold special sales with unusually attractive prices of hams and bacon during one week beginning July 22 and of whole and half hams during one week beginning August 19.

Salesmen in the 157 cities where newspaper advertising will be used, and the surrounding trading areas, will be eligible.

Individual Prizes Many.

Every week of the campaign—seven weeks altogether—there will be twenty-one individual awards to salesmen.

Class I awards, aggregating \$150 a week, will go to the salesmen who get the greatest number of dealers to display all of the Ham and Bacon store material each week of the campaign.

For these awards there will be seven contest periods as follows: Period 1, July 5 and 6; period 2, July 11 to 13 inclusive; period 3, July 18 to 20 inclusive; period 4, July 25 to 27 inclusive; period 5, Aug. 1 to 3 inclusive; period 6, Aug. 8 to 10 inclusive; period 7, Aug. 15 to 17 inclusive.

Previous to the first day of each of these periods, each salesman will receive his store material. He will begin to distribute this to dealers on Monday morning of each week and will have three days in which to get up his material in the stores.

Each week the salesmen will receive a Score Sheet. The salesman will get each dealer that he should take credit for to sign this sheet each week. Each signature from a dealer will count one point toward

the weekly award and toward the grand award.

On Wednesday night or early Thursday morning of each week, each salesman will get his Score Sheet to his salesmanager. Thursday morning each salesmanager will select his highest scoring man and send his name and sheet to the local city chairman before noon. The chairman will then check the highest score submitted to him and telegraph the name of the possessor, his score and the name of his company to Institute headquarters in Chicago.

Upon receipt of the name of the high score man from each of the participating cities throughout the country, the Institute will then select the names of those possessing the twenty-one highest scores, awarding first prize to the highest scorer and even prizes to the other twenty men. The twenty-one men to whom awards are given will be chosen from twenty-one different city areas each week. The highest man in each of the twenty-one highest city areas will receive an award; not the twenty-one highest men irrespective of areas where situated. Only one award will be made in a given city in a single week.

First Award will be given each week to the salesman having the greatest number of points, \$50.00. Twenty other awards of \$5 will go to each of the other 20 men, selected as outlined above. The high man in each of the other 136 cities will receive honorable mention. This name will be

This is Typical of How Dealers Feel

This is but one of numerous telegrams received announcing results of dealers' mass meetings:

"Over one thousand dealers from every section of the state attended the mass meeting.

"Dealer enthusiasm exceeds our fondest hopes."

"You can expect 100 per cent dealer cooperation from this area. We are confident we will move tremendous volume of hams and bacon during July and August."

A106077

published throughout the entire packing industry.

Additional Prizes to be Given.

As has been announced previously, there will be two super-sales events during the ham and bacon merchandising campaign. The first will be a special sale on ham and bacon beginning July 22. The second will be a similar sale on whole and half hams, beginning August 19.

Class II awards are set up for the salesmen who get the greatest number of stores to agree to hold special sales with unusually attractive prices of hams and bacon during one week beginning July 22 and of whole and half hams during one week beginning August 19. Awards will be on the point basis, as follows: Five points for each store lined up and signed up.

Prize money will be awarded as follows: \$200.00 to the one man with the highest score for the first sale; \$200.00 to the one man with the highest score for the second sale; \$5.00 to the 20 men who come nearest the big winner during the first sale. (Only one man will be chosen to a city each week.) \$5.00 to the twenty men who come nearest the big winner during the second sale. (Only one man will be chosen in a given city each week.) Separate score sheets for salesmen will be issued covering Class II awards. These will require the dealer's signature, just as Class I score sheets do.

Winners Announced Each Week.

Winners will be announced early each week, following the close of each contest period, in special issues of Meat Trade Topics. These special issues also will carry honorary mention of the high man in each city area. City chairmen will wire



SELLING CAMPAIGN TO RETAILER.

such names to Institute headquarters each Thursday.

To the man who has the highest total number of points throughout the seven weeks' campaign, and by this is meant the combined total of points under Prize Awards I and Prize Awards II, will get a grand prize of \$300.00. In cases of ties, the awards will be divided among tying salesmen.

Each city chairman should return each week all record sheets to the local salesmanager from whom he receives them. Each of these managers is responsible for keeping the cumulative records of his men. At the end of the campaign, each local salesmanager should send to the city chairman the name and record of his highest scoring man. The city chairman will select the highest score, check it, and for-

ward it to the Institute. At the Institute headquarters the highest score of those received will be re-checked and the grand award made.

In addition to publishing widely each week the names of the men receiving

All Branches of the Industry Eagerly Awaiting the Opening Day

The ham and bacon merchandising and advertising campaign opens next Tuesday, July 7. Store material for use during the opening week of the campaign is being distributed to their colleagues by 157 men who are acting as "city chairmen" in the cities of the country where newspaper advertising is used, and to all participating packers for distribution by them to retail dealers.

Mass meetings of retailers and packers' salesmen have been held in scores of cities with thousands of retailers attending. Full details regarding the prize awards for packers' salesmen have been supplied to all participating packers. Now salesmen are putting up the store material and retailers' windows are beginning to shout to consumers, "Ham is a good buy now!"

All branches of the meat industry are enthusiastically waiting for the first big smash of newspaper advertising which will appear in 157 cities on July 7 and 8.

These advertisements will notify all housewives—millions of them—in these key-cities that ham and bacon are selling at attractive levels. After the housewife has read the advertisement in her favorite paper and has been strongly interested in hams, she will be bombarded by the posters, streamers, and advertisement reprints on the windows of practically every retail meat store she passes and in grocery-markets and delicatessen stores as well. The dealers are all ready to "talk" hams to their customers at every opportunity. Nothing has been left undone to make certain that every woman in these 157 and other cities will become "ham conscious," as the advertising men say, and "ham hungry."

Store Material Going Out.

The store material for the first week includes:

The broadside-poster, the inside of which shows a delicious half of a boiled ham on a bright green background. It fairly shouts HAM, in letters that no one can miss, and adds "An Exceptional Value Now."

The first window streamer consists of a blue background with the word HAM again dominantly shown. It also gets over the message that ham is "Special Today," and offers a free recipe folder.

The first recipe folder, consists of three pages of tested, attractive ham recipes and a brilliant cover design, which includes an attractive portion of ham.

Proofs of the first newspaper advertisement. These proofs, displayed on the dealers' windows, do much to remind the housewife about ham when she approaches the store and revive her interest immediately, if by any chance it has lagged since she put down her newspaper.

money awards and honorable mention, the Institute will publish weekly a list headed "Distinctive Mention." It will consist of the names of those to whose creditable work a sales executive wishes to give recognition.

A previously determined, allotment of all four kinds of material has been shipped to every city for distribution to retailers in each city and its immediate trading area by all participating packers who sell in that city. Each week a new supply of store material will be furnished on the same plan.

All Dealers to be Supplied.

In addition to the supply which every participating company and every branch of every company will receive in the cities in which the newspaper advertising is being run, a supply of each piece of material has been sent to every company for use in non-newspaper advertising cities or wherever they may wish to use it. These shipments always are to be made directly to the home office of the company. The other material is shipped to the city chairman who distributes it to the local participating packers, who, in turn, redistribute it to the dealers.

Every participating packing company also has received one copy of the gray-covered copy of the "Rough-Out" book for each of its salesmen to read carefully

Ask for our
Special Prices
on
Whole and Half
Hams
the money
saving way to buy

ANOTHER HAM POSTER

so they will understand fully every phase of the campaign and pads of yellow stickers which are to be used on the envelopes of all invoices and other communications going to retailers at the start of the campaign. These stickers say: "Get Ready for Big Business on Ham and Bacon" and "Feature Special Sales on Ham and Bacon during the weeks of July 19 and August 22."

Shipments on the Way.

Shipment already has been started of the store material for use during the week beginning July 11, the second week of the campaign.

(Continued on page 57.)

Steps Forward in Meat Practice

New Tool Saves Product and Labor At Hog Cleaning Rail and Also Speeds Up the Cleaning Process

XXIII — Motor-Driven Hog Head Cleaner

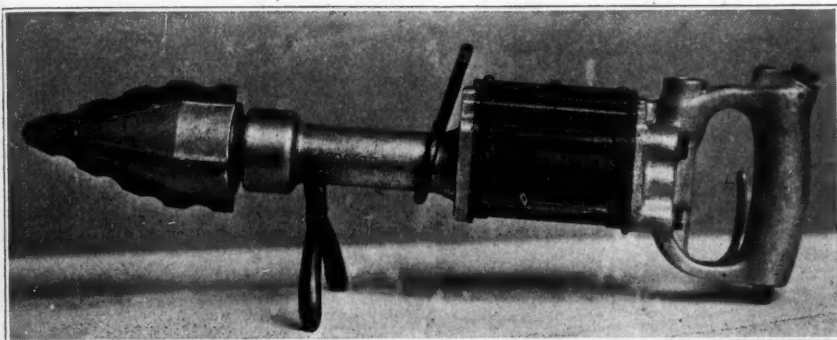
Not so long ago the opinion was more or less general that many meat processing operations would always be done by hand; that mechanical devices never would be perfected to do the particular jobs efficiently or economically.

Many processes are still done manually, and perhaps some always will be. But each year they become fewer. Mechanical devices and tools are being perfected to do the more intricate and delicate processes and release labor for other work. And what is more, these new tools and machines are not only

air-motor driven hog head cleaner and polisher. It was designed by practical packinghouse men as a result of their experience and observations on the killing floor. It is said not only to clean the hair and scurf from hog heads so perfectly that they need no further attention, but that it does the work at a considerable saving over hand methods.

Tool Simple in Design.

The tool is simple in design and construction. It includes an air-driven motor, weighing 7 lbs. and developing $\frac{1}{2}$ horse power, which drives the cleaning head,



NEW HOG CLEANING TOOL

Device weighs 7 lbs. and operates on air consumption of 10 cu. ft. per minute.

doing the work as well or better than by hand, but they are turning out more uniform and better standardized products.

Does Work Quicker and Better.

Among recent devices to eliminate hand labor, and quicken and cheapen a packinghouse process, is an air-operated hog-head cleaning tool. The tool with its operator is designed to replace two men with knives at the cleaning rail. In practice it has been able to make a considerable saving in product, as well as in labor, and to turn out a job superior to hand work.

In addition to its efficiency as a tool, it has, apparently, all of the qualities usually sought in a mechanical device—simplicity in design and construction, few working parts, ease of operation, low first cost and low maintenance cost, and ease of handling.

A brief description of this tool and its applications, with illustrations, is given here.

Hog Head Cleaning Tool

The heads of hogs are the hardest parts to clean of hair and scurf.

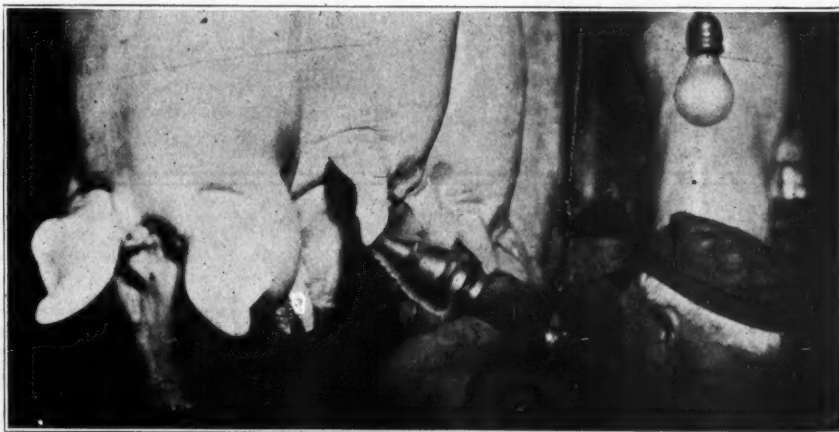
Heretofore this work was done by hand, at an expense out of proportion to the results achieved.

Recently there has been perfected an

consisting of an aluminum cone, fitted with four steel blades.

Two of these blades work as scrapers, and two as combs with which to work into the small wrinkles.

These blades extend about $1\frac{1}{2}$ inches beyond the tip of the cone, forming a round, auger-like end with which to bore into the temples and eye sockets and places that are difficult to reach with a knife. Even the deep grooves behind the ears, so difficult to reach—particularly on fat hogs—are easily and quickly cleaned, it is said.



HOG HEAD CLEANING TOOL IN USE

Due to shape of cleaning tool, eyes and wrinkles may be cleaned quickly and efficiently.

Reduces Labor and Saves Product.

Where it is being used with one operator it has replaced two knife men on the cleaning rail. Saving the labor of one man for each machine in use, depending on the number of hogs killed per day, at a wage of \$3.85 per day, amounts to an economy of \$1,155 for a year of 300 working days.

Further savings are claimed for the tool and are being made by users of it. In some cases the pile of head fat and eyelids with fat attached, which is usually to be seen in the trough under the shaving rail, has been eliminated. This makes possible transferring from the grease to the lard tank from 150 to 200 pounds of head fat a day, based on a kill of from 1,000 to 1,200 hogs a day.

Figuring the yield on this class of product at the low figure of 30 per cent in the lard or grease tank, there is a money saving, in addition to labor, of about \$1.50 per day.

Installed Behind Slinger.

The proper location to install the tool is at a place on the cleaning rail, so that the hog will come to it soon after being singed. Most packers singe their hogs, because the light, fine hair is difficult to remove even with a shaving knife. The head polisher will not remove this hair.

In construction the tool is simple. The motor has only three moving parts—the shaft assembly and the two rotor blades. The lubrication is from an oil reservoir in the handle, of a size large enough to hold oil for 6 to 10 hours operation. The motor rotors are keyed to the shaft in opposite positions, so that one of them is always in position for the power impulse, making it impossible for the motor to center.

The motor acceleration is quick and the throttle control permits of quick selection of any speed desired up to 4,000 r. p. m. When conditions require a certain fixed speed, the throttle control valve can be set to give the speed required.

May be Used as Grinder.

The tool has a further application of considerable value for repair and maintenance work in the meat packing plant. By detaching the cleaning head and attaching an emery stone it may be used as a portable grinder.

This tool is safe to operate and does not increase the fire or personal liability hazard. It will not operate unless the operator has his hand in working position. The working load is intermittent, and less than 10 cubic feet of air per minute are required to drive it.

The device was developed at the Columbus Packing Co., Columbus, Ohio, by Harry Shields, hog killing foreman, assisted by A. Downing, chief engineer, and Howard M. Wilson, plant superintendent.

Spring Pig Crop Larger by 1,800,000

About 1,800,000 more pigs will be marketed from the 1927 spring pig crop than were produced in the spring of 1926, according to the June pig survey of the U. S. Department of Agriculture.

Of this increase the 11 Corn Belt states are expected to contribute 700,000 head or more.

The increase is the result not only of more sows farrowed but of a larger percentage of pigs saved.

A significant increase is noted in the Southern states where the size of the corn crop is not such an important factor as it is in the Corn Belt.

An increase of 30 per cent in the number of sows bred or to be bred for fall farrow is also shown in the survey. However, these figures were gathered before the sharp decline in hog prices and when corn crop prospects were better. It is believed that these factors may have a material influence on the intentions to breed. An actual decrease in the Corn Belt rather than an increase is regarded as not unlikely in the fall pig crop.

The full text of the survey which covers not only the Corn Belt but the entire United States is as follows:

The June pig survey of the Department of Agriculture gathered through rural mail carriers shows:

Increases over last spring of 3 per cent in sows farrowed and 3.5 per cent in pigs saved for the United States and increases of about 2 per cent for both sows farrowed and pigs saved for the 11 Corn Belt states.

These percentage increases in pigs saved are equivalent to about 700,000 pigs for the Corn Belt and 1,800,000 for the United States.

All States Show Increases.

All regions and nearly all states showed increases but the most significant increases were in the Southern states. In the South Atlantic states the pigs saved increased 10 per cent, and in the South Central states 12 per cent compared with about 2 per cent in the Corn Belt.

Sows bred or to be bred for fall farrowing were reported as 30 per cent larger than sows farrowed last fall for the United States and 23 per cent larger for the Corn Belt. However, these breeding intentions reports in June have never been good indicators of the actual number of sows farrowed in the fall, actual farrowing as reported in December always being much below June intentions.

The average declines between June breeding intention reports and December farrowing reports have been 29 points for the United States and 24 points for the Corn Belt states.

These past relationships and the present unfavorable feeding ratio between corn and hog prices and the poor corn crop prospects indicate the probability of a decrease rather than an increase in the fall pig crop this year in the Corn Belt, but some increase seems probable in other regions, especially in the south.

Supply Larger Than Indicated.

The increase in the number of sows farrowed this spring both for the Corn Belt and for the United States is about as indicated by the breeding intentions report made in December, 1926, when allowance is made for the average decrease shown in previous years between December breeding intentions and June farrowings.

The spring pig crop of 1926 in the Corn Belt states suffered more than usual death losses from cholera last fall. If death losses this year are not above normal, the actual market supply of pigs from the 1927 spring pig crop will be somewhat larger than the 700,000 head indicated above as the increase in pigs saved this spring over last.

German Meat Situation

Larger Foodstuffs Importations Predicted—Cattle Scarce

(Staff Correspondence of The National Provisioner.)

Hamburg, June 14, 1927.

Weather in Germany has been too cold up till now and all hope for a good crop of all kinds of grains and fruits has to be abandoned. Germany in 1927 will be obliged to import more breadstuffs and feedstuffs than during 1926.

Prices for good cattle are awfully high being between 16 and 17 cents per American pound last week. Inferior grades of course are cheaper and more abundant, but good cattle continue to be scarce. Despite the monthly import of 10,000 tons of frozen beef free of duty into Germany, these high prices for good German cattle are proof that in spite of the frozen beef there is a good demand for the fresh German beef. The same thing is true in England, where prime Scotch and English beef today is higher than in pre-war times and yet England imports meat free of duty.

New Meat Duties Discussed.

The German Reichstag has to discuss new duties for grains and meats before end of July, as the present duties only last until the 31st of July. The restrictions on duty-free frozen beef are also expiring the end of July. The political parties, who represent the interests of the consumer, are asking lower duties for meats and free imports without restrictions for frozen beef, of which only 10,000 tons

are allowed every month to be imported duty free. This system, which has lasted since August 1925, has led to some kind of corruption, as the limited quantity distributed amongst a certain number of importers by the government, has brought about the fact, that about 5% of the value has been added by the importers as an extra-profit going into their pockets and it is proposed by political parties, that the German Government might allow the unrestricted import of frozen beef against payment of a very small duty. It remains to be seen, what will result during the next 4 weeks.

Hog Prices Lower.

Prices for hogs, which were 85 marks per 50 kilos live weight in December, 1926, have dropped to 65 marks per 50 kilos live weight in May, 1927. There seems to be plenty of hogs in the country, but if the cold weather continues the feed-crop will to a great extent be affected by this bad weather, and we shall see lower hog-prices in July and August to be followed next fall by scarcity of hogs with high prices.

The German agrarians are asking prohibitive duties for all kinds of grains and meats, pretending that they can feed the German population, if they get the proper protection. To avoid a tariff-war with the Argentine, the majority of the German Reichstag will probably agree to facilitate imports of Argentine packing-house-products, and the high protectionistic tariff proposed by the German agrarians will be rejected.

Casing Industry Hard Hit.

Since the import of frozen beef into Germany took place, the German casing-trade has suffered severely. Many hundred thousands of people, who cannot buy cheap sausage on account of high German hogs and cattle prices have taken to the cheap frozen beef and this of course lessened the sales of casings. There are many more casing-dealers in Germany today than there were in pre-war times and as sales of casings are less, one can imagine, that the German casing-trade is in a bad shape.

The Russian Trading Agency governed by the Soviets, brings large quantities of sheep rings and also beef casings to Germany. Should the new inspection law in the United States after December first, 1927, become effective, all Oriental sheep casings will have to be sold in Europe and that will probably bring prices for sheep casings on the Continent and in England down to a very low level.

The trade for dried sheep casings is in a very bad shape.

NEW HEAD AT BOURBON YARDS.

Ernest L. German, traffic manager of the Bourbon Stock Yards, Louisville, Ky., has been made general manager of the yards beginning July 1.

Mr. German succeeds George Allen Burch who retired after many years in the work. Mr. Burch will continue in a consulting capacity.

SWENSON EVAPORATORS-

*The Recognized Standard
for Animal By-Product Liquors*

Swenson Evaporator Company (Subsidiary of Whiting Corporation) HARVEY, ILL. (Chicago Suburb)

Our Experiment Station at Ann Arbor is equipped to make tests on a problems involving evaporation, crystallization, heat transfer, etc., at commercial scale (under the direction of Prof. W. L. Badger) on a moderate charge.

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Schroth Packing Co., Cincinnati, Ohio; L. E. Dennig,
St. Louis Independent Packing Co., St. Louis, Mo.

More Volume Would Pay

The major idea back of the great mer-
chandising campaign now being inaugu-
rated by the meat industry is increased
meat consumption.

Inroads have been made on consumer
demand from many directions and this
competition is only now beginning to be
met through a cooperative selling and pub-
licity effort.

This cooperative effort means that every-
thing must be done to bring about the
result desired. Faulty merchandising
practices must be overcome and salesmen
must be made to utilize every bit of selling
foundation laid for them.

In attempting to increase the consump-
tion of ham and bacon, the two items on
which this campaign is centered, not only
an appetite appeal but a price appeal must
be made to the ultimate consumer. This
can be done only if the product is handled
all along the line at a relatively narrow
margin of profit. In other words, the
effort should be to handle large volume at
a narrow margin rather than small volume
at a wide margin.

Complaint is heard from the livestock
interests and from the consumer side that
the price of pork products has not always
followed the decline in hog prices.

Where small volume has been handled at
a satisfactory return it is difficult to think
in terms of large volume and narrow
margin. But the margin must be kept
narrow to accomplish the ultimate result—
increased meat consumption.

In view of the spots here and there
where the price to the ultimate consumer
has failed to reflect the decline in hoof and
wholesale prices, an effort is to be made
to overcome this handicap to increased
meat consumption. This effort found its
origin in a resolution adopted by the Na-
tional Live Stock and Meat Board at its
recent annual meeting.

The resolution calls attention to the fact
that live hogs are now selling around \$4
per hundred lower than a year ago, and
that some retailers, hotels, restaurants and
dining cars are still charging the same
prices as a year ago for pork dishes.

It was therefore agreed to suggest to
those retailers, hotels, restaurants and din-
ing cars that are still charging prices pre-
vailing in June, 1926, for their pork cuts
and dishes that if they will reduce their
retail prices in line with the decline on
live hogs it will strengthen the demand,
increase their volume of business and be
of material assistance to the hog raiser
and the ultimate consumer.

This effort to help make the ham and
bacon merchandising campaign a success,
not only in its immediate result but in its

lasting effect on increased meat consump-
tion, can well have the cooperation of
every person and agency handling meat
and meat products. The greater the serv-
ice in this merchandising effort, the greater
the return will be.

Reducing Useless Expenses

Managers of meat packing plants have
been known to start with the best of in-
tentions to eliminate needless expenses
from their plants and place their busi-
nesses on an efficient basis.

And they have been known to fail be-
cause they went at the job in an illogical
manner and used spasmodic methods,
without thought-out plans by which to
work and without knowing in detail what
they wanted to do or how to do it.

If needless expenses are to be eliminated
from a meat packing plant, and if a busi-
ness is to be put on an efficient and an
economical basis, a plan of operation that
will deal with each department and all
operations in each department must be
worked out first. This having been done
the plan must be worked consistently and
persistently until the ends sought have
been achieved.

And in this connection little permanent
good is accomplished, when a plant is once
made right and all needless expense elimi-
nated, if the matter is then forgotten with
the expectation that no further interest or
attention will be necessary to maintain the
position won. It is important and, in these
days of growing severe competition, neces-
sary to reduce final production costs to
the lowest point possible consistent with
quality products. But it is of greater im-
portance, once the plant has been made
efficient, that it be kept so.

Eternal vigilance is the price one must
pay for low operating costs. Unless one
is willing and able to keep eternally after
inefficiency in each and every department,
he might just as well make no attempt in
the first place to better conditions. With
the first slackening of interest, inefficiency
and mounting costs begin to reappear, and
if the attitude is maintained conditions
will soon be as bad as before and the effort
and expense made in the first case will
have been lost.

Placing a plant on an efficient basis,
also, does not mean the elimination of
items of major useless expense only. No
saving, no matter how small, in the ex-
pense of performing an operation is so
insignificant that it can be ignored. In a
business such as meat packing, where the
final cost is made up of a multitude of
small items of expense, a small saving in
each operation or in each department
amounts to a respectable sum and in the
aggregate may mean a profit instead of a
loss at the end of the year.

PRACTICAL POINTS FOR THE TRADE

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Ham Pumping Practice

Hams cured in pickle usually require pumping to get best results. A Western packer wants to buy a pickle pump, and asks for some information regarding the pump and the right way to use it. He says:

Editor The National Provisioner:

We desire to purchase a brine gun, but are in doubt as to the size we should get, so would appreciate your advice. We do not want to buy a cheap one.

We would also like information as to the number of shots it is the usual practice to give a ham and of how much, also the strength of brine used.

This inquirer evidently believes that hams cured in pickle require pumping to get best results. This is true to a certain degree, but it can be overdone and result in unsatisfactory product.

In the old days some packers were very well pleased with good paper profits on sweet pickle stocks that showed 12 to 14 per cent pickle gain. But later, when they came to realize on the product, and were constantly allowing claims with product still in the vats 150 to 200 days, they quickly changed their minds, as well as their ideas of working overtime on the pickle pump.

The pickle pump is often essential, however, and the strength of pickle for regular cure used in pumping depends largely upon the manner in which the hogs are chilled and the curing temperatures.

If hogs are not properly chilled curing temperatures are high and a strong pumping pickle is used to offset the unsatisfactory conditions mentioned.

Fancy hams are no longer pumped, with the possible exception of the shank. The flavor of such hams is mild and delicious and the trade is well educated to them. Therefore when hams are pumped be very cautious in the amount of pumping pickle used.

In regard to the proper use of the pickle pump or "brine gun." Full instructions for pumping have been published in THE NATIONAL PROVISIONER and these are being sent to the inquirer.

It is suggested that he buy a ratchet pump, which can be adjusted to the number of ounces of pickle he desires to use in pumping the product. These pumps can be bought from packinghouse machinery supply houses whose advertisements appear in THE NATIONAL PROVISIONER.

Reprints of instructions for curing sweet pickle meats and for giving hams fancy cures are available to subscribers. They can be secured by sending a 2c stamp for each with request to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

Steam in Smoking Meats

A Southern packer asks regarding the steam process of smoking meats. He says:

Editor The National Provisioner:

We understand that some of the packers are using the steam process in smoking out their cured products. Would appreciate your giving us full particulars.

The steam process in smoking meats is most commonly used where operation is on a fairly large scale.

After the meats have gone through the regular soaking and washing process, big operators sometimes find it inadvisable from a time and labor standpoint to allow the meats to hang on trees in natural temperatures until the product dries off. This is a rather slow operation, and holds up the volume of business considerably in the height of a busy season.

Therefore steam coils are installed to thoroughly dry off the surface of the meats as soon as possible after they are hung in the smokehouse. The steam is of advantage not only in drying the meats, but temperatures can be raised by this method and sawdust fires started with a smudge smoke.

Often in a crowded house, especially if weather conditions are unfavorable, the meats will dry off where the draft is the greatest. In other words, portions of the house dry off while the meat is still wet in other parts.

If the house is fired under these conditions the meat will smoke unevenly, and it will require considerable labor to switch the product in the house from one location to another in an attempt to get a uniform color.

The steam coils overcome this delay and labor expense and dry the meats off evenly in the house, at the same time being instrumental in raising the temperatures to 120 degs., to crust the meats as quickly as possible and save shrink.

The practice is to use the steam coils for 2 or 3 hours in drying the meats off. Where this plan is followed the hanging time must be taken into consideration in the smoking time.

Making Dry Sausage

It is only recently that these delicious products have been made to any great extent in this country. Special air conditioning apparatus is needed, as definitely controlled temperatures and humidities are essential, especially in the hanging room.

A recent illustrated article in THE NATIONAL PROVISIONER discussed operating conditions, temperatures and humidities needed to make dry sausage. It followed the product from the stuffing bench clear through to the sales end in a most complete fashion.

Reprints of this article may be had by filling out and mailing the following coupon, together with 5c in stamps.

Editor The National Provisioner,
Old Colony Bldg.,
Chicago, Ill.

Please send me your reprint on
"Making Dry Sausage."

I am
I am not a subscriber to THE NA-
TIONAL PROVISIONER.

Name
Street
City State.....

5c in stamps enclosed.

Starting Sausage Business

A wholesale butcher wants to make sausage, but knows nothing about the equipment necessary, formulas or method of handling. He says he must be educated from the "ground up." He writes as follows regarding this:

Editor The National Provisioner:

A short time ago I asked you for some information on sausage making, but failed to tell you that I knew absolutely nothing about the business. I must have information showing me how to make this product and the formulas to use.

What equipment should I have to start in the business?

What sausages would you suggest that I make to start with?

I want to manufacture the product in rather a small way. Any help you can give me certainly will be appreciated.

The wholesale butcher who anticipates manufacturing sausage fails to state the volume of business he has in mind, making it rather difficult to recommend the equipment necessary.

The inquirer should bear in mind that sausage is made on a tremendously large scale, and there are medium and small-sized manufacturers all over the country.

In some cases growing concerns have started to manufacture sausage in a very small space. In fact, there are sausage factories in basements which require very little machinery and make several hundred pounds of sausage weekly at a profit.

Sausage Equipment Necessary.

In order to compete with the various grades of sausage on the market a hasher, silent cutting machine and a mixing machine will be needed to start with. The size of these machines will depend entirely on the quantity of sausage the inquirer intends to manufacture, allowing for increase of business in due course.

There are many other features in connection with the sausage room which are essential. These are smoke house, cook room and refrigerating space. This is a matter the inquirer must consider, as well as his volume of business, as affecting the size of the machinery he will buy.

What Sausage to Make.

It is suggested that the business be started with just a few kinds of sausage, giving the product very close attention both in the manufacture and in the development of trade, keeping quality product in mind.

After a success has been made with a few grades, then a few more seasonable articles can be taken on.

The fact that the inquirer seems to know nothing about the business, or requirements pertaining to the manufacture, makes it necessary that he be not overloaded with a lot of formulas and methods of handling that will be confusing to him.

All the assistance will be given him as far as is possible through correspondence. Formulas for frankfurts and bologna are being sent, and if there is some other brand of sausage he desires to manufacture in the beginning of his undertaking, full information will be furnished on request.

Instructions for making fancy frankfurters, bologna and breakfast sausage can be secured by subscribers by sending a 2c stamp with request for each to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

Shipping Dressed Beef

A packer in the South requests information concerning the shipping of dressed canner cows. He says:

Editor The National Provisioner:

How many hours old should dressed canners be before loading for shipment?

Also, what are your recommendations concerning amount of salt to be used in icing cars? How often is it necessary to re-ice?

Dressed canners should be all right to ship after 24 hours in the cooler at chilling temperatures of 34 to 36 degs.

Regular icing instructions should be followed in shipping this product. That means 12 to 15 per cent salt to weight of ice in car bunkers. It is important to have the car well chilled before the beef is loaded.

Icing Cars Is Important.

It is desirable that the packer give all shipments of fresh meats special attention in the initial icing and re-icing, as the small expense of re-icing in transit is nothing compared to the loss sustained on the product when it arrives at destination in bad condition.

Each car must be inspected, and if necessary should be washed inside with hot water and soap. Hatch plugs and doors should be tight and insulation in the refrigerator must be in good shape to maintain temperature while enroute.

Loaded cars before leaving the plant should have the tanks well tamped, re-filled with ice and salt if necessary, and the drainage system inspected and put in good working order.

Icing should be done the day before loading if possible. In case a car has to be iced a few hours before loading, no more salt should be used than if icing had been done 24 hours before. The reason for this is that the extra salt will not bring the temperature down to the desired point in that short time, and too much salt may empty the bunkers before the first icing station is reached.

If possible, the cars should open for loading at a temperature not above 34 degs.

In shipping canner cattle, the car should be billed for re-icing in transit at stations that are considered necessary by the shipper, and the use of crushed ice and 12 to 15 per cent salt should be specified.

NEW QUICK FREEZING PLAN.

A cheap method of rapid freezing, which it is claimed avoids the disadvantages of the present methods employed, has recently been perfected by an Estonian engineer.

Rapid freezing in an air space built for the purpose is only possible at very low temperatures, owing to the low coefficient of the atmosphere's warmth conductivity not aiding the transmission of cold to the objects being treated.

In the new method recourse is had to air freezing and to increase the coefficient of the atmosphere's conductivity, the air in the freezing room is filled with a fog of cold brine dust. The brine is atomized by special sprinklers and machines. The air thus acquires a high conductivity, aiding a rapid and efficient transmission of cold.

No salt, it is said, remains on the surface of the products being frozen and they maintain their size, color and taste when thawed.

Operating Pointers

For the Superintendent, the Engineer
and the Master Mechanic

Power and Processing Costs

Condensing Engine Not as Economical as a Non-Condensing One.

If the only use for heat in the meat packing plant was the production of power, it would be a simple task to decide on the type of engine to purchase and install—that one which would produce the maximum amount of power with the lowest steam consumption.

However, when heat in large amounts must be provided for processing operations—such as scalding, cooking, heating, drying, cleaning, etc.—the problem becomes a highly complicated one, in which the most efficient engine does not always contribute the most to low final production costs.

In this case the packinghouse engineer must decide on power generating equipment that will not only permit of low power costs, but that will also make possible heat in sufficient quantities and low heat processing costs through the efficient and economical use of the exhaust steam.

Power is important and necessary, but in the meat packing plant more heat units probably are used outside of the engine room than in it. It is possible that were the "cart put before the horse," and power rather than exhaust steam considered the by-product, processing costs would be re-the heat units.

That the condensing engine is more economical than a non-condensing type no one can deny. But despite this fact it is probable that it is not the prime mover best suited for packinghouse use. At least one packinghouse engineer, after long experience and study, has come to this conclusion. He is C. W. Fitzgerald of the Albany Packing Co.

One Packinghouse Man's Views.

Some of his observations and conclusions on the condensing engine in the packing plant are given herewith. He says:

Editor The National Provisioner:

There has been quite some discussion lately on the merits of compound engines for the meat plant. I am going to give you my reason why I do not use compound engines.

Assuming that the steam pressure is 150 pounds saturated, the B. T. U. content of one pound of steam is 1195. If this one pound of steam is passed through the throttle valve, and the steam at reduced pressure is used for heating purposes, the B. T. U. content of one pound of steam before the throttle valve and after the throttle valve will be the same. The throttle valve, therefore, will not have any detrimental effects, for the reason that this steam is being used for heating purposes where the heat energy only is being utilized.

If this one pound of steam is passed through the steam engine with atmospheric exhaust, the B. T. U. content of one pound of steam expanded from 150 pounds to atmospheric pressure will be 1021. This result is obtained on the assumption that

the flow of steam through the steam engine is adiabatic.

It will be seen, therefore, that out of all available heat that 174 B. T. U.'s, or about 14 per cent, is being utilized in the engine, and the balance, or 84 per cent, is available for heating purposes.

When steam is being passed through the throttle valve inside of an engine, one pound of steam will have about 14 per cent more heat, and there should be therefore a corresponding decrease in the amount of steam needed for the heating.

It is, however, very difficult to accurately measure, due to many factors which influence the steam consumption for heating purposes, and very accurate instruments are necessary.

No Steam Left for Heating.

If the engine is condensing, the B. T. U. content will be entirely utilized in the engine and the condenser, and there will be nothing left for heating purposes. The economy of the condensing engine is better than the non-condensing engine in round figures. The steam consumption of a condensing engine should be taken as 75 per cent for a non-condensing engine.

This increased efficiency, however, does not offset the loss of the exhaust steam. In order to make it clear, let us assume that 100 pounds of steam is being used by the non-condensing engine in a certain length of time. By the time the steam will pass through the non-condensing engine the B. T. U. content of one pound of steam will be 121, which multiplied by 100 will give you 102,100 heat units available for heating purposes.

If the same 100 pounds of steam will be available for the condensing engine, 75 pounds of it will be consumed by the engine itself, and the exhaust steam will have such a low value for the heating that it will be impossible to utilize it. The remaining 25 pounds of steam will have a B. T. U. content equal to 1195, a total of 30,000 heat units.

You will therefore see that you will get only 30 per cent of the heat units necessary for the heating, and while a reduction of 25 per cent is in the economy of the engine, the additional 60 per cent needed for the heating purposes will naturally offset the economy.

Depends on Conditions in Plant.

Where water from the condenser is being used over again conditions are better, but even then the installation of additional equipment is hardly justifiable, unless it is made on a very large scale.

Of course, there are many things that govern whether a plant should use condensing or non-condensing engines. In the plant that I am to illustrate, we heat 75 gallons a minute from a temperature of 60 to 160 for a period of twelve hours a day. This water is used for manufacturing purposes. In addition we heat an average of 40 gallons a minute from a temperature of 60 to 220 for boiler feed purposes.

All of this is done by the use of exhaust steam, the exhaust steam being furnished by one 175 h. p. uniflow poppet valve type engine, two 12 x 10 x 12 water pumps, and one 35 h. p. steam driven air-compressor.

An Economical System.

The heating system is a vacuum heating system, whereby I am able to utilize all of the condensate in my feed water heater. After the manufacturing period has ceased and the demand for hot water for manufacturing purposes has diminished, I am able to use an electric-driven refrigerating unit and an electric-driven air compressor, thereby cutting down my exhaust steam.

So you can see that during the period of demand these steam-driven apparatus are used only as reducing valves. When one takes into consideration the very high cost of a condensing unit and their excessive upkeep, I cannot see where it is economical to use condensing units where you have a use for the by-product.

(Continued on page 59.)

Ham

and Bacon

*offer exceptional opportunity
to every dealer because they
offer exceptional values to
his customers*

and his customers are going to hear about these values in the big nation-wide campaign of

NEWSPAPER ADVERTISING

THE wholesale prices of smoke meats at this time are about 25% lower than they were a year ago. This allows every dealer to price his ham and bacon very attractively and to aim at volume turn-over.

And that is one of the best ways for you as a dealer to cash in on the intensive summer advertising campaign. *Display special prices*

—put up all the ham and bacon advertising you have room for. Distribute ham recipe folders to your trade.

See that your meat salesman keeps you supplied with your share of advertising material—and use it to get your full share of the business that is sure to be created by this mammoth campaign.

THE MEAT TRADE

JUNE MEAT SITUATION.

An increased supply of hogs with a consequent downward tendency in the prices of most pork products was an outstanding feature of the meat trade during June, according to the June meat and livestock review of the Institute of American Meat Packers.

A comparison of prices of smoked products at the present time and a year ago attest strikingly to the substantial declines which have occurred in pork products during the last few months.

Smoked regular hams are now wholesaling at levels that are 10 to 12 cents per pound below those which prevailed a year ago; bacon 8 to 13 cents; picnics 7 to 8 cents, and boiled hams 15 to 17 cents below the quotations of a year ago.

Expressed in terms of percentages, smoked regular and skinned hams are wholesaling about 30 to 35 per cent lower than a year ago; bacon about 25 per cent lower; picnics about 35 per cent lower, and boiled ham more than 30 per cent lower.

Apparently the prevailing low values are stimulating consumption, for the smoked meat trade during the month showed improvement.

Export Trade Quiet.

The export trade continued quiet. There was a continued declining market on meats all month in the United Kingdom and present prices there are considerably below parity with prices in the United States. Lard prices in the United Kingdom, although they followed the Chicago

market, have remained much below values at Chicago.

The fresh pork trade in the domestic field, owing to the increased supply of hogs, was of fairly large volume but prices fluctuated considerably. There was a stronger demand for light cuts, which, toward the close of the month, increased in price. The proportion of heavy cuts increased somewhat and the price difference between light and heavy cuts widened, as a consequence.

Better Smoked Meat Trade.

The trade in smoked meats was better in June than in May and was better during the last part of the month than it was during the first part.

The trade in dry salt meats was fairly good—better than in May and ahead of a year ago.

The lard trade was fairly good. There was some increase in stocks during the month, as is usual at this time of the year.

The relationship between the price of hogs, plus operating expenses, and the current value of products was better during June than at any time this season.

Beef Market Steady.

Cattle receipts were about evenly balanced for the month, compared with the previous month, except that the holiday period caused supplies to ease off somewhat for the first week. The demand for all grades of cattle continued fairly active, with gradually advancing prices, especially on good cattle.

For the month as a whole, the market for the dressed product was steady to a little higher on the better grades and eased off slightly on the cheaper grades. There

was a slight decline on the better grades about the middle of the month, but prices soon recovered.

The hide market was active with stronger prices and quality greatly improved.

Too many high-priced dressed lambs, which decreased consumption, and increased receipts at Eastern markets, caused sharp declines in prices on lambs, especially toward the close.

CHICAGO PROVISION STOCKS.

Stocks of provisions in Chicago at the close of business on June 30, 1927, with comparisons, are reported by the Chicago Board of Trade as follows:

	June 30, 1927.	May 31, 1927.	June 30, 1926.
Mess pork, new, made since Oct. 1, '26, brls.	539	308	373
Other kinds of brd. pork, brls.	21,968	22,406	21,148
P. S. lard, made since Oct. 1, '26, lbs.	53,401,452	37,392,163	42,374,312
P. S. lard, made Oct. 1, '25, to Oct. 1, '26, lbs.	3,587,856	3,612,227	.....
Other kinds of lard, lbs.	9,541,294	5,013,108	6,714,933
S. R. middles, made since Oct. 1, '26, lbs.	2,452,123	710,000	202,500
D. S. cl. bellies, made since Oct. 1, '26, lbs.	22,613,561	17,339,772	18,938,909
D. S. rib bellies, made since Oct. 1, '26, lbs.	4,599,556	3,385,668	3,815,226
Ex. sh. cl. middles, made since Oct. 1, '26, lbs.	252,904	285,262	625,680
Sh. cl. middles, lbs. ....	.....	.....	1,000
D. S. sh. fat backs, lbs.	5,298,855	6,004,592	8,542,592
D. S. shoulders, lbs.	62,600	86,222	33,837
S. P. hams, lbs.	40,512,272	40,347,517	21,468,321
S. P. skinned hams, lbs.	21,547,528	20,642,921	8,409,785
S. P. bellies, lbs.	20,403,998	18,616,263	13,816,797
S. P. Californias or picnics—S. P. Boston shldrs., lbs.	10,287,599	10,016,934	5,933,963
S. P. shldrs., lbs.	66,269	51,363	210,285
Other cuts of meats, lbs.	8,286,463	7,998,585	10,560,823
Total cut meats, lbs.	136,383,779	125,185,089	92,649,718

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Market irregular, hog report bearish, increased pig supplies indicated, hog receipts larger, export interest slow.

The feature of the weeks' news was the Government report on the pig supply issued Monday. This report showed an increase of 3 per cent in the sows farrowed this spring, an increase of 3.5 per cent in pigs saved for the United States and an increase of 2 per cent for pigs farrowed and pigs saved for the eleven corn states. These percentages of increase indicate a gain in the corn belt of 700,000 pigs and in the United States a gain of 1,800,000 pigs. All regions show increase with the most significant gains in the Southern states.

The average number of pigs saved this spring in the states of Ohio, Indiana, Illinois, Michigan and Wisconsin was 6 against 5.75 last year, and in the Corn Belt 5.55 against 5.54 last year. The increase in the number of pigs saved was undoubtedly due to the increase in the number of sows farrowed and not to the actual increase in the number from each litter.

Death Losses High.

A factor in the comparison with last year is that there was an unusual amount of death losses in 1926 from cholera in the fall. When this is taken into consideration, the number of hogs available for market will be increased over the 700,000 estimated in the corn belt if the death losses this year are no more than normal. The figures for the sows to be bred for farrowing in 1927 show an increase of 29.9 per cent compared with last year. This statement is made with the comment that the predicted figures for farrowing have not been a correct indication of the final results.

The effect of the report was somewhat mixed. There was an advance in the price of product on the day the report came out but this advance was partly influenced by the excitement in corn. The effect on hogs was adverse as the market has declined on live hogs to the lowest price of the year, while receipts continue heavy and the supply on the market is in excess of the immediate demand for product.

Hogs in Liberal Quantities.

The fact that hogs come into the market in liberal quantities and in excess of the current requirements is naturally depressing, but in connection with the Government Pig Report showing a promise of an increase in the number of hogs in the country of 1,800,000 and possibly larger than that if the losses are only an average had a further depressing influence on the market.

There is a good deal of apprehension that the feed situation will mean a rush to market of immature hogs. There is some evidence of this in the reports from different points although this is not yet clearly indicated. With hogs at 8½¢ and corn at \$1.00 it makes the most serious situation in feeding that there has been for several years.

The corn crop promise is very unsatisfactory. While the Government Report of Weather Conditions the past week was somewhat encouraging, the crop situation is very irregular. In Iowa it was stated that corn ranged all the way from knee high to just coming up and as it takes about 110 days in the latitude of central Illinois to mature corn, the question of

frost will hang over the market for the next three and a half months.

Hay Crop Good.

The country is facing a live stock situation with a bigger hay crop, a good pasturage situation quite generally but a very irregular promise in small feed grains and a poor promise in corn. Some of the private reports tend to indicate a corn crop several hundred million under the average domestic disappearance. Only by the greatest care and economy in feeding will the country get by on the question of economically producing the hogs for the market and it will be a great temptation to sell corn and take chances on fattening the hogs.

The report of the Bureau of Markets on the meat position for April and for four months shows that the total meat production for April was just about the same as last year and slightly less than the three year average. The comparative figures for 4 months follows:

	Average lbs.	1926 lbs.	1927 lbs.
Beef and Veal.....	1,602,000	1,753,000	1,703,000
Pork Products.....	2,882,000	2,629,000	2,690,000
Mutton.....	158,000	172,000	164,000
Total.....	4,672,000	4,552,000	4,557,000

Dressed Weights Lower.

The average dressed weight of cattle for this year has been 520.31 lbs. against 527.07 last year and 524.29 for the three year average. The average dressed weight of hogs has been 179.40 lbs. against 182.02 lbs. last year and 172.02 lbs. for the three year average. The average dressed weight for April was 181.75 lbs. compared with 184.4 lbs. last year, and 175.62 lbs. for the three year average. The number of lbs. of lard per 100 lbs. of live weight was 15.65 against 16.76 last year and 16.70 for the three year average.

The falling off in the dressed weights compared with last year, and the falling off in the lard products, shows a little disposition to market hogs a little under weight and this tendency is apparently increasing with the recent advance in corn and decline in hogs.

Little Export Interest.

Export interest in the market shows no improvement, as a whole, although the actual shipments of lard was somewhat better the past week amounting to 15,600,000 lbs. or just about double last year. Shipments of meats were 8,353,000 lbs., or 2,000,000 less than last year. The situation in the foreign markets seems to be such that the decline in prices is not proving attractive in increasing the actual buying demand, which is quite an important condition. Prices are much under last year both on meats and fats, but the actual outward movement continues less than last year and shows but moderate promise of improvement.

From a long range view-point a good many people interested in hog products from time to time are taking the view that the corn-hog ratio will cause a liquidation of hogs during the rest of the year, and both meats and products will be affected in the later supply. The competition of oil is another influence in lard, although the private crop reports being issued tend to indicate a decrease of nearly 10 per cent in the area and of possible 2,500,000 to 3,000,000 bales in the crop, with a corresponding decrease in the seed supply.

PORK—The market in the East was quiet but steady with mess quoted at \$33; family, \$32 to \$33; fat backs, \$22.50@29.00. At Chicago mess was quotable at \$30.

LARD—Domestic demand was quiet to fair while export trade was rather slow.

At New York prime western was quoted at 13.20@13.30; middle western, 13.00@13.10; city, 12½¢; refined Continent, 13½¢; South America, 14¼¢; Brazil kegs, 15¼¢, and compound, 11¼¢.

At Chicago regular lard in round lots was quoted at 5c under July. Loose lard sold at 85c under July, and leaf lard was quoted at 1.55 under July.

BEEF—The market was firm with offerings moderate and demand fair.

At New York mess was quoted at \$18@19; packet, \$16@18; family, \$18.50@20.50; extra India mess, \$33@35; No. 1 canned corned beef, \$2.50; No. 2, \$4.25; and 6 lbs. \$12.75. Pickled tongues were quoted at \$55@60, nominal.

SEE PAGE 48 FOR LATER MARKETS.

EUROPEAN PROVISION CABLES.

The market at Hamburg was firm, says Mr. J. E. Wrenn, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the United States Department of Commerce. Receipts of lard for the week were 1,960 metric tons.

Arrivals of hogs at 20 of Germany's most important markets were 95,000, at a top Berlin price of 13.19c a pound, compared with 63,000 at 17.08c a pound for the same week last year.

The Rotterdam market was steady.

The market at Liverpool was somewhat weaker with heavy arrivals from the Continent.

The total of pigs bought in Ireland for bacon curing was 18,000 for the week.

The estimated slaughter of Danish hogs for the week ending June 24 was 102,000.

HAMBURG.

	Stocks.	Demand.	Prices Cents per lb.
Refined lard.....	Med.	Med.	13.90@14.10
Fat backs.....	Lt.	Poor	*
Frozen pork livers.....	Med.	Med.	@ 5.44
Extra oleo oil.....	Med.	Med.	@14.52
Extra oleo stock.....	Med.	Med.	@12.93
Lard prime steam (tierces).....	Med.	Med.	*

ROTTERDAM.

Extra neutral lard.....	Med.	Poor	@14.83
Refined lard.....	Med.	Poor	@13.74
Extra oleo oil.....	Lt.	Med.	14.48@14.74
Prime oleo oil.....	Med.	Med.	12.74@13.10
Extra oleo stock.....	Med.	Med.	13.10@13.28
Extra premier jus.....	Hvy.	Good	8.20@ 8.37
Prime premier jus.....	Hvy.	Good	.....

LIVERPOOL.

Hams AC light.....	Hvy.	Poor	19.98@20.40
Hams AC heavy.....	Hvy.	Poor	19.98@20.40
Hams, long cut.....	Med.	Poor	20.62@23.00
Cumberland, light.....	Med.	Poor	19.10@20.40
Cumberland, heavy.....	Med.	Poor	19.10@20.40
American Withshire.....	Med.	Poor	*
Square shoulders.....	Exh.	Poor	@16.49
Picnics.....	Med.	Poor	14.32@16.06
Clear bellies.....	Med.	Poor	17.36@18.01
Refined lard boxes.....	Hvy.	Poor	13.89@14.32

*Not quoted. Exh. Exhausted.

MODIFIES DUTY EXEMPTION.

The Peruvian Government has modified its exemption from increased duty on lard shipments en route, according to information from the Department of Commerce. The full text of the statement follows:

The exemption from the increased duty on lard imported into Peru, of shipments exported by May 31, as provided by a decree of May 23, has been modified by a later decree, which restricts the exemption to lard shipped by May 31, arriving at a Peruvian port before June 15, and cleared by June 30.

The duty on lard, to be applied to shipments later than the specified date, is increased from 0.035 sol per gross kilo to 0.20 sol per gross kilo.

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APRIL MEAT CONSUMPTION.

The apparent per capita consumption of federally inspected meat was nearly half a pound less in April, 1927, than in March or the previous April.

During the month beef and veal consumption totalled 436,000,000 lbs., pork, including lard, 473,000,000 lbs. and lamb and mutton 39,000,000 lbs., making a total of 948,000,000 lbs., compared with 1,029,000,000 lbs. in March and 991,000,000 lbs. in April, 1926.

The per capita consumption was 3.7 lbs. of beef and veal, 4 lbs. of pork and lard, .33 of one pound of lamb and mutton, or a total of 8 lbs. compared with 8.7 lbs. for March and 8.5 lbs. for April of last year.

ENGLISH MEAT IMPORTS.

Imports of meat into Great Britain during May, according to a cable to the U. S. Department of Commerce, were as follows:

Bacon—From Denmark, 395,000 lbs.; from the United States, 37,000 lbs.; from the Irish Free State, 26,000 lbs.; from Canada, 37,000 lbs.; other countries, 190,000 lbs.

Hams—From the United States, 65,000 lbs.; from Canada, 13,000 lbs.; other countries, 4,000 lbs.

Fresh Pork—From the Irish Free State, 16,000 lbs.

Lard—From the United States, 180,000 lbs.; other countries, 36,000.

Live Hogs—23,000 head.

MEATS AND FATS EXPORTS.

Domestic exports of meats and fats from the United States during the month of May, 1927, with comparisons, are announced by the U. S. Department of Commerce as follows:

MONTH OF MAY.

	1927.	1926.
Total meats and meat products, lbs.	30,958,490	38,725,210
Value	\$5,964,199	\$8,169,234
Total animal oils and fats, lbs.	77,577,886	73,795,393
Value	\$10,055,058	\$11,099,032
Beef, fresh, lbs.	127,053	142,573
Beef, pickled, etc., lbs.	1,081,575	1,188,183
Pork, fresh, lbs.	577,968	613,792
Wiltshire sides, lbs.	15,000	376,165
Cumberland sides, lbs.	675,632	820,836
Hams and shoulders, lbs.	13,091,777	16,682,111
Bacon, lbs.	7,851,864	12,224,866
Pickled pork, lbs.	2,720,154	2,083,079
Oil, lbs.	8,063,004	9,690,155
Lard, lbs.	64,418,395	58,154,212
Neutral lard, lbs.	1,895,220	1,712,527
Lard compounds, animal fats, lbs.	610,297	480,522
Margarine of animal or vegetable fats, lbs.	82,723	45,324
Cottonseed oil, lbs.	8,286,202	1,655,756
Lard compounds, vegetable fats, lbs.	583,324	539,974

FIVE MONTHS ENDED MAY.

	1927.	1926.
Total meats and meat products, lbs.	147,121,100	234,911,103
Value	\$28,532,738	\$47,348,510
Total animal oils and fats, lbs.	380,852,117	395,946,422
Value	\$46,040,196	\$59,492,608
Beef, fresh, lbs.	847,200	1,193,685
Beef, pickled, etc., lbs.	6,924,101	7,013,600
Pork, fresh, lbs.	3,562,164	7,773,089
Wiltshire sides, lbs.	185,538	5,125,941
Cumberland sides, lbs.	2,244,263	7,886,021
Hams and shoulders, lbs.	51,735,425	92,963,685
Bacon, lbs.	43,492,974	73,513,482
Pickled pork, lbs.	10,809,845	12,637,587
Oil, lbs.	39,719,833	41,316,943
Lard, lbs.	294,528,868	327,589,576
Neutral lard, lbs.	9,601,001	8,599,594
Lard compounds, animal fats, lbs.	5,129,925	5,381,005
Margarine of animal or vegetable fats, lbs.	367,199	911,188
Cottonseed oil, lbs.	35,571,582	24,090,517
Lard compounds, vegetable fats, lbs.	2,516,997	3,344,583

BACON EXPORT DECLINE.

The bacon trade of the United States still continues to show the decrease which commenced with 1924, according to figures from the U. S. Department of Commerce. England now imports approximately one-half the amount credited in 1922.

The only European country showing an increase in 1926 over 1925 was Finland.

Exports of bacon to Canada also show an increase over 1925. Exports for 1926 with comparison follow:

	1924 Pounds.	1925 Pounds.	1926 Pounds.
Belgium	9,713,394	5,253,073	3,796,172
Denmark	1,625,595	1,540,841	1,064,701
Finland	7,193,069	1,829,285	5,380,319
Germany	45,517,182	14,779,186	9,982,478
Netherlands	20,137,215	4,975,837	4,251,387
Norway	9,856,859	8,589,471	4,736,746
Sweden	4,363,335	6,548,351	6,273,905
United Kingdom	129,541,515	118,767,267	94,880,949
Canada	5,827,154	5,690,946	4,845,129
Cuba	28,672,622	22,704,027	20,631,047
France			924,398
All other countries	51,656,449	12,882,130	4,910,053

Total* 814,102,689 201,575,414 161,685,294

*Total includes Cumberland sides.

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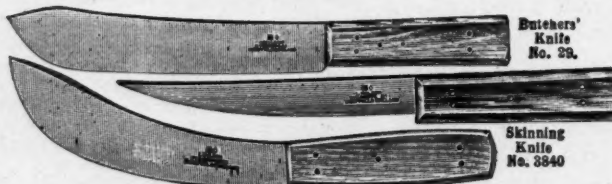
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TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—The situation in tallow showed very little change from last week, with consumers showing interest at about quoted levels and producers holding steadily, the latter apparently being in a fairly well sold up position.

The volume of trade during the week was fair, and few in the trade were looking for any important changes in values for the immediate future. The strength in the corn situation attracted more attention and is looked upon as a long pull help to the fat and grease market.

At New York special was quoted at 7½¢; extra, 7¾¢, and edible 8¢. At Chicago, the market was rather dull on tallow but fairly steady, with edible quoted at 8¼¢; fancy, 8½¢@8¾¢; prime packer, 8¢; No. 1, 7¾¢, and No. 2 at 6¾¢.

At the London auction 1,247 casks were offered of which 156 sold at prices unchanged to 6d lower, with mutton quoted at 34s 6d to 35s 6d; beef, 34s@38s, and good mixed, 32 to 34s.

At Liverpool, Australian tallow was unchanged to 1½¢ higher with fine quoted at 36s 3d and good mixed at 34s 3d.

STEARINE—The market for stearine in the East was quiet but very steady, oleo selling at 9¾¢ and being quoted at that figure at New York, with offerings moderate. At Chicago, stearine was quiet and steady with oleo quoted at 9¾¢.

OLEO OIL—The market was rather quiet but steady with offerings reported lighter and a little more interest in evidence, with prime New York quoted at 14¾¢; medium, 12¾¢, and lower grades 10¾¢@11¾¢ according to quality. At Chicago, extra was quoted at 13½¢ with trade moderate.

SEE PAGE 43 FOR LATER MARKETS.

LARD OIL—Demand was rather quiet but the market was steady with the firmness in raw materials. At New York, edible was quoted at 14¾¢; extra winter, 12¾¢; extra, 11¾¢; extra No. 1, 11¾¢; No. 1, 10¾¢, and No. 2 at 10¢.

NEATSFOOT OIL—Strength in pressing stock made for a very steady market although demand was reported as fair to slow. At New York pure was quoted at 13¾¢; extra, 11¾¢; No. 1, 10¾¢, and cold test at 17¾¢.

GREASES—The demand for greases in the east the past week have been only fair and while a moderate business was said to have passed buying appeared to be of a routine character with the market showing a steady undertone. Some business in choice was reported, apparently for export. Foreign demand, however, for white grease was, on the whole, reported limited.

At New York yellow and choice house was quoted at 6¾¢@6¾¢; A white, 7½¢@7¾¢; B white, 7¼¢, and choice white all hog at 9¼¢.

At Chicago the market for greases was quiet, choice white selling at 7¾¢. At Chicago, Brown was quoted at 6¼¢@6¾¢; Yellow, 6¼¢@6¾¢; B white, 7¼¢@7¾¢; A white 7½¢, and choice white 7¾¢.

Packinghouse By-Products

Chicago, June 30, 1927.

Blood.

Market is strengthening in sympathy with other ammoniates.

	Unit Ammonia.
Ground and unground.....	@\$4.50

Digester Hog Tankage Materials.

The market is very active, with offerings still light. Bulk of high grade material is holding firm.

	Unit Ammonia.
Ground, 11 to 12% ammonia.....	\$4.85@5.00
Ground, 6 to 10% ammonia.....	4.25@4.75
Unground, 11 to 13% ammonia.....	4.40@4.50
Unground, 6 to 10% ammonia.....	4.00@4.75
Liquid stick, 7 to 11% ammonia.....	3.25@3.50

Fertilizer Materials.

The market continues to strengthen and demand is better.

	Unit Ammonia.
High grade, ground, 10-11% ammonia.....	\$3.20@3.25
Lower grade, ground & ungrd. 6-9% am..	2.80@2.90
Hoof meal	2.75@3.10

Bone Meals.

A good demand features the bone meals market, with supplies short.

	Per Ton.
Raw bone meal.....	\$32.00@55.00
Steam, ground.....	30.00@45.00
Steam, unground	28.00@34.00

Cracklings.

Cracklings are very scarce and offerings are scarce.

	Per Ton.
Hd. prod. & exp. ungrd., per unit protein.	@ 1.25
Soft pressed pork, ac. grease and quality.	80.00@85.00
Soft pressed beef, ac. grease and quality.	50.00@55.00

Horns, Bones and Hoofs.

This market remains quiet, as it has been for the past few weeks.

	Per Ton.
Horns	\$50.00@175.00
Round shin bones.....	45.00@ 50.00
Flat shin bones	42.00@ 45.00
Thigh, blade and buttock bones.....	40.00@ 45.00
Cattle hoofs.....	@ 35.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

A brisk demand continues for cattle jaws, skulls and knuckles.

	Per Ton.
Kip and calf stock.....	\$32.00@42.00
Rejected manufacturing bones.....	45.00@47.50
Horn piths	39.00@41.00
Cattle jaws, skulls and knuckles.....	39.00@40.00
Sinews, pizzles and hide trimmings.....	25.00@26.00

Animal Hair.

This market continues very quiet, as it has been for the past several weeks, with little interest being shown. There is a good demand for switches.

	Per Pound.
Coll and field dried.....	2 @4c
Processed grey	4 @7½c
Black dyed	5 @8c
Cattle switches, each*	3½@5c

*According to count.

Pig Skins.

Market for strips, scrap and trimmings dull. Demand for No. 1 strips is good.

	Per Pound.
Tanner grades	7 @ 7¼c
Edible grades, unassorted.....	@ 4¼c

EASTERN FERTILIZER MARKET.

(Special Report to The National Provisioner.)

New York, June 28, 1927.—Dried blood sold this week at \$4.00 f.o.b. New York for prompt and July shipment. South American is held at \$4.25 c.i.f. U. S. ports. The last sale was at \$4.10 c.i.f.

Some ground high grade tankage was offered for July August shipment from South America at \$4.40 & 10¢ c.i.f., with buyers views around \$4.25 & 10¢.

Dried fish scrap sold at \$4.35 & 10¢ f.o.b. fish factories in Virginia and is now offered at \$4.40 & 10¢. These sales were for delivery when and if made, as the fishing season has just begun.

Some resale lots of unground cracklings have shown up this week, being offered at prices a little under current quotations, but producers are not offering except in limited quantities.

The new sulphate of ammonia prices are out and are about \$4.00 per ton under last year's quotations, which is quite a concession in price.

Nitrate of soda is firm at present, with buying limited.

LIQUID CAUSTIC SODA.

Users of caustic soda will be interested in Bulletin No. 270 entitled, "Liquid Caustic Soda" published recently by the Mathieson Alkali Works, New York City. The bulletin deals with the physical properties of liquid caustic soda, explains who can buy and use it to advantage, transportation and unloading methods, storing and handling the product and gives suggestions for sampling, analysis, dilution and testing caustic solutions.

Copies of the bulletin, the first of its kind to be compiled as far as is known, may be had by addressing the company at its offices, 250 Park avenue, New York City.

LARD AND GREASE EXPORTS.

Exports of lard from New York, June 1, 1927, to June 29, 1927, 36,172,432 lbs.; tallow none; grease, 5,439,600 lbs.; stearine, 40,800 lbs.

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CHICAGO

THE WORLD OIL SITUATION.

Available information on the world situation in vegetable oils and oilseeds indicates that: (1) Total potential supplies of oil are large owing to heavy seed production in 1926, when crops were almost as large as the usually heavy production experienced in 1925. (2) International trade in those products has increased. (3) Prices paid for most of the products considered have been lower in 1926 and 1927 than in the preceding two years.

The potential supply of edible and soap oils as well as the supply of drying oils for 1926, while probably slightly below that of 1925, was larger than in any other recent year, according to information on world production of oil bearing seeds received to date in the Department of Agriculture. This does not necessarily indicate the actual supply of vegetable oils, however, since allowance must be made for variations in the percentage of the production crushed from year to year.

The price changes are generally favorable to consumers.

Outstanding examples of the lower values are found in coconut and cottonseed oils, the two vegetable products of leading importance in the margarine industry. The lard compound industry also finds advantages in low-priced cottonseed oil, while lower prices rule for the vegetable products entering into soap.

International Movement Larger.

The international movement of vegetable oils and oilseeds, nuts and kernels, as indicated by the imports of the principal consuming countries, was somewhat larger in 1926 than in 1925 for most items. The imports of coconut oil and the oil equivalent of copra imported into consuming markets was about 5 per cent larger in 1926 than in 1925, while the takings of peanuts and peanut oil showed an increase of over 5 per cent.

Imports of palm kernels and palm kernel oil were about the same in both years, although imports of palm oil fell off in 1926. On the other hand, the takings of cottonseed oil and cottonseed in consuming countries declined about 10 per cent as between 1925 and 1926. As between countries, the principal features of the trade were the increased imports of vegetable oils and oil seeds into the United States, Germany and the Netherlands, and

decreased takings in the United Kingdom and France.

The importation of these products into the United States in 1926 was the largest in the past five years.

Before the war there was a large re-export trade in vegetable oils from Germany, the Netherlands and France. The decrease in this trade is one of the principal features of the postwar international trade in vegetable oils. This re-export trade has decreased partly as a result of the establishment of vegetable oil crushing plants in the countries producing the raw materials and partly on account of the increased crushing of raw materials in the United Kingdom which formerly took much larger quantities of vegetable oils from European crushing plants than at present.

Potential Supply.

With respect to the oils which are usable for edible purposes and for soaps, increases in production of cottonseed and copra appear to be a little more than offset by decreases in peanuts, olive oil, soy beans, sunflower seed and sesame.

Estimates are not yet available for palm kernels and palm oil for 1926. It is possible that estimates for these two commodities, together with more complete estimates for other edible and soap oil seeds may show an increase for 1926 rather than a decrease, but from present indications it does not seem probable.

Although the total potential supply of oils usable for edible purposes and soaps in 1926 appears to be smaller than in 1925, if sunflower seed is excluded, it is probable that the total supply will not be far different from last year's large supply.

Even though the world supply of vegetable oils for edible purposes and soaps appears to be slightly below last year, the potential supply of the United States should be larger in view of the increase of 11 per cent in the United States cotton

seed crop and the increased exports of copra from the Philippines. These two products provide the bulk of the United States vegetable oil supply.

The production of the more important vegetable oil material in terms of oil in the more important producing countries for 1924, 1925 and 1926, as compiled by the Bureau of Agricultural Economics follows:

	Oil equivalent.	1924 Million Lbs.	1925 Million Lbs.	1926 Million Lbs.
Edible oils and oils for soap making:				
Cottonseed	18	4,082	4,519	4,550
Coconut	60	929	938	1,053
Peanut	28	2,028	2,319	2,000
Olive .....	..	1,741	1,421	1,357
Soybean	10	757	712	685
Palm Kernel	45	510	552	.....
Sunflower	30	1,006	1,796	1,264
Rape	35	1,027	827	820
Sesame	45	518	422	410
Palm .....	..	411	427	.....

Total comparable with 1926... 12,086 12,954 12,139

FOOD VALUE OF MARGARINE.

"The Composition and Food Value of Margarine" is the title of an interesting bulletin recently issued by the Institute of Margarine Manufacturers.

The object of the bulletin "is to set forth the fact that margarine is a clean, pure and wholesome article of food, and that it is scientifically made of the food products of American agriculture under Government inspection."

The bulletin sets forth the need for fats in the diet, the history of margarine, how it is manufactured and the ingredients entering into its composition. There are also discussed the food value of the product and the economic phase of the margarine problem.

Excerpts from literature on nutrition pertaining to margarine directly or indirectly are also included in the bulletin, as are the opinions of educators and statesmen on margarine and margarine legislation.

What equipment is needed in refining vegetable oils? Ask "The Packer's Encyclopedia," the "blue book" of the industry.

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Yopp's Code, Eighth Edition

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association

Market Active—Undertone Steady—Sentiment Mixed—Tenders Large—Liquidation Readily Absorbed—Cash Trade Slow—Weevil Complaints Numerous.

The market for cottonoil futures on the New York Produce Exchange was quite active the past week, with aggressive liquidation in July on changing over from July to the later positions, with commission houses, particularly those with southern connections, the principal sellers of July. Refiners and refiners brokers absorbed the July outright and partly switched their hedges to the later months.

A surprisingly good demand for July was constantly in evidence and the spot month after selling at 52 points under September was in demand at 50 points discount. Deliveries on July contracts the first few days totaled about 19,000 bbls. Most of the oil, was taken in by various commission houses, some of the local cash handlers and with reports indicating about 2,000 bbls. to packers. The bulk of the oil, it was felt, would go into store. As a result, it is feared that the oil will continue to hang over the market and act as more or less of a check to sharp upturns.

In connection with the tenders there were about 600 bbls. of oil brought here by a leading refiner for delivery which was rejected by the Inspection Department and resulted in special Arbitration and inspection with the result that 1,700 bbls. of the oil was finally passed as tenderable and delivered on July contracts.

Little Feature in the Market.

Aside from the July situation, there was little feature to the market. General conditions showed very little change from those prevailing of late but there was a disposition to feel that with the July tenders out of the way, the market might possibly do better. There was a noticeable increase in boll weevil complaints and cotton showed considerable strength at times, but reports failed to bring about any material outside buying power in the distant oil months. At the same time, inactive cash demand for oil made for bearishness in cash circles and the impression was that cash trade would not pick up until at least after the July 4 holiday.

The Government June pig survey, show-

ing an increase over last spring of 3% in sows farrowed, and 3.5% in pigs saved for the U. S., equal to about 1,800,000 head, was rather unexpected and construed as slightly bearish in that marketings during the next six months might run heavier than had been anticipated.

Crude Markets Quiet.

The crude markets were very quiet, with the Southeast more or less nominal, the Valley, $8\frac{1}{2}\text{c}$ and Texas 8c bid. Offerings from the South were light, but refiners interest in crude also appeared to be limited, the latter probably reflecting the reported slowness in demand from consumers.

The steadiness of the market, in view of the large tenders and the July liquidation, was probably explained best by the fact that developments disclosed that two leading refiners, at least, were interested in the July delivery. With interests connected with both of these factors buying July, the ring got the impression that the July was more nearly evened up as would have been the case otherwise.

Demand for cash oil from the fish packing industry was reported as quiet, and much is heard of the liberal supplies that are available on the spot here. There is some feeling that part of the oil may come out on August contracts and possibly ultimately on September delivery.

Weather Satisfactory.

The weather in the south was fairly satisfactory, and private reports indicate a little improvement in condition over a month ago. The weevil situation, however, is disquieting and is occupying a good deal of the trade's time at the present. Private reports are indicating a possible cotton crop of 14,500,000 to 14,800,000 bales, but it will take another month or six weeks before an idea of the crop may be obtained. Weather developments from now on promise to attract more attention as far as oil is concerned and the trade will watch closely the interest from consumers from this time forward. The bulk of the pressure from the South is believed to be over, and the problem of reducing the visible stocks the next few months is one of the paramount questions before the trade.

June consumption is estimated at 200,000 to 250,000 bbls. but some feel that a small distribution in June has been more or less discounted.

COTTONSEED OIL—Market transactions:

Friday, June 24, 1927.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—			—Closing—	
Spot				900	a
June	100	910	910	900	a
July	8600	906	903	900	a 900
Aug.	400	938	938	939	a 945
Sept.	5100	958	955	958	a
Oct.	300	978	971	975	a 980
Nov.	600	980	980	981	a 985
Dec.	1000	991	985	986	a 992
Jan.	1600	995	991	992	a 994

Total Sales, including switches, 17,700 bbls. P. Crude S. E. nom.

Saturday, June 25, 1927.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—			—Closing—	
Spot				900	a 950
June				900	a
July	2100	909	905	909	a
Aug.	100	942	942	942	a 948
Sept.	1300	961	959	961	a
Oct.	600	983	982	982	a 985
Nov.				980	a 990
Dec.	1500	994	990	990	a 995
Jan.	100	1000	1000	995	a 1000

Total Sales, including switches, 5,700 bbls. P. Crude S. E. nom.

Monday, June 27, 1927.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—			—Closing—	
Spot				910	a
June				910	a
July	13200	918	909	912	a 911
Aug.	600	957	957	945	a 950
Sept.	4800	970	958	966	a
Oct.	1800	992	976	987	a 989
Nov.	700	992	983	990	a
Dec.	3100	1005	989	998	a 1003
Jan.	800	1005	1000	1003	a 1008

Total Sales, including switches, 25,000 bbls. P. Crude S. E. nom.

Tuesday, June 28, 1927.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—			—Closing—	
Spot				900	a
July	26100	916	908	910	a 913
Aug.	800	947	946	947	a
Sept.	7300	967	960	962	a 963
Oct.	2200	987	982	987	a
Nov.				988	a 994
Dec.	1100	1002	1000	1002	a 1001
Jan.	300	1005	1001	1005	a
Feb.				1005	a 1018

Total Sales, including switches, 37,800 bbls. P. Crude S. E. nom.

ASPEGREN & CO., Inc.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

REFINED COTTON SEED OIL CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

**Bulk Delivery
Stabilized Differences
Bonded Deliveries
Clearing of Contracts
Expert Supervision
Ample Storage
Prompt Executions
Broadening Market**

—these are some of the outstanding features of the New Orleans Refined Cotton Seed Oil Market. Important traders all over the country are coming in, and the range of prices for a week shows the increasing volume of trading in all active months.

**Always Use Your Cotton
Oil Market!**
New Orleans Cotton Exchange

Wednesday, June 29, 1927.

	Sales.	High.	Low.	Bid.	Asked.
Spot				910	a
July	4500	915	910	913	a 914
Aug.				949	a 954
Sept.	2300	966	960	965	a 966
Oct.	100	985	985	985	a 990
Nov.				987	a 995
Dec.	900	1000	996	996	a
Jan.				1001	a 1008
Feb.				1000	a 1020

Total Sales, including switches, 37,800 bbls. P. Crude S. E. unquoted.

Thursday, June 30, 1927.

	High.	Low.	Bid.	Asked.
Spot			925	a
July	930	924	925	a 940
Aug.	961	960	960	a 963
Sept.	981	975	978	a
Oct.	997	990	1000	a 1004
Nov.			1004	a 1010
Dec.	1010	1001	1007	a 1016
Jan.			1012	a 1020
Feb.			1012	a 1029

THE EDWARD FLASH CO.
29 BROADWAY
NEW YORK CITY
**BROKERS EXCLUSIVELY
ALL VEGETABLE OILS**
In Barrels or Tanks
COTTON OIL FUTURES
On the New York Produce Exchange

COCONUT OIL—Demand was very limited the past week and the market more or less flat with tanks, New York, quoted at 8½@8¾c.

At the Pacific coast, nearby tanks were quoted at 8½c and futures at 8¼c. The copra market appeared to be a little steadier this week.

CORN OIL—Demand was rather quiet and the market was easier with tanks quoted at 8¾c f.o.b. mills and with buyers holding off partly awaiting developments in cotton oil.

PALM OIL—Trade was rather small but the market steady with offerings well held and no pressure from abroad.

At New York Nigre spot casks were quoted at 7¼@7¾c; July-September shipment, 6¾@6¾c; Lagos spot casks, 7½@7¾c; shipment, 7¾c.

PALM KERNEL OIL—Interest was rather small but the market was steady, although the trade largely was awaiting developments.

At New York spot casks were quoted at 8¾c and bulk oil at about 8¾c. Good German palm kernel oil, July-August shipment from Hamburg, was quoted at 9¼c drums ex-stock New York.

SOYA BEAN OIL—A fair demand has been in evidence with sales of 5 to 10 tanks at the Pacific coast at 9¼c. Offerings are still in evidence at that level. At New York barrels were quoted at 12@12¼c.

OLIVE OIL FOOTS—The market was easier with some increase in offerings and was influenced by moderate demand and a weakening in exchange rates. At New York practically all positions were quoted at 8¾c asked.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—There are considerable store oil here at New York but no demand is in evidence. Winter oils, 11¼c asked by first hands with resellers at 11¼c. Valley crude, 8½@8¾c; Texas, 8c bid.

SEE PAGE 48 FOR LATER MARKETS.

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., June 30, 1927.—Estimated about twenty thousand barrels bleachable oil tendered on the New Orleans future cotton oil exchange since last Saturday. Part of this will be delivered, while a good portion will go into storage. Market here broadening daily, with sales this week at even prices July New Orleans compared to July New York. This shows strong spot situation.

Crude oil no longer a factor in market, but some sales of new crop crude was made at 8c. Texas with clear weather additional sales are expected but should weather turn bad it would check trading in new crop as cottonseed oil seems to be following the weather map and the cotton mar-

ket at present is due entirely to heavy expected carryover of oil.

No runaway market is looked for, but with July position out way, tenders having been stopped both at New Orleans and New York, traders here will not be surprised to see ¼c to 1c pound advance.

Bleachable today is worth 9½@9¼c f.o.b. New Orleans, with no large supply on market.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., June 30, 1917.—There were a few sales of Valley crude this week at 8c. Forty-one per cent meal \$37.50. Hulls \$4.00 f.o.b. Memphis.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., June 30, 1927.—No change in markets from last week. Weather much warmer. Local showers.

APRIL MARGARINE PRODUCTION.

Actual production of margarine for April, 1927, as reported by margarine manufacturers to the U. S. Department of Commerce, with comparisons, is as follows:

	Uncolored.	April, 1927.	April, 1926.
Exclusively vegetable.....	12,431,781	9,706,041	
Animal and vegetable.....	9,503,090	8,609,475	
Total	21,934,841	18,406,116	
	Colored.		
Exclusively vegetable.....	431,281	435,234	
Animal and vegetable.....	865,304	702,898	
Total	1,296,585	1,138,132	
Grand total.....	23,231,426	19,544,248	
Total exclusively vegetable.....	12,863,062	10,231,875	
Total animal and vegetable.....	10,368,364	9,312,373	
Grand total.....	23,231,426	19,544,248	

MAY MARGARINE PRODUCTION.

Production of margarine for May, 1927, is estimated by the Bureau of Internal Revenue from the sale of stamps as follows:

	May, 1927.	May, 1926.
Oleomargarine, colored.....	992,124	725,275
Oleomargarine, uncolored.....	19,806,400	15,920,320
Total	20,798,524	16,715,595

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, June 28, 1927.—Latest quotations on chemicals and soap supplies:

Lagos palm oil in casks of about 1,500 lbs., 8¼@8¾c lb.; olive oil foots, 9½@10c lb.

East India Cochin cocoanut oil, 15@15¼c lb.; Cochin grade cocoanut oil, Domestic, 10½@10¾c lb.; Ceylon grade cocoanut oil, 10¼@10½c lb.

Prime summer yellow cottonseed oil, 10¾@11c lb.; raw linseed oil, 11.1c lb.

Extra tallow, f.o.b. seller's plant, 7½c lb.; dynamite glycerine, nom. 23¼@23½c lb.; chemically pure glycerine, nom. 25½@26c lb.; saponified glycerine, nom. 17½c lb.; crude soap glycerine, nom. 16@16¼c lb.; prime packers' grease, nom. 6¾@7c lb.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, June 1, 1927, to June 29, 1927, 200 bbls.

The Procter & Gamble Co.
Refiners of all Grades of
COTTONSEED OIL

Puritan, Winter Pressed Salad Oil
Borcas, Prime Winter Yellow
Venns, Prime Summer White
Sterling, Prime Summer Yellow

White Clover Cooking Oil
Marigold Cooking Oil
Jersey Butter Oil
Moonstar Cocoanut Oil

P&G Special (Hardened) Cocoanut Oil

Refineries:
IVORYDALE, OHIO
PORT IVORY, N. Y.
KANSAS CITY, KAN.
MACON, GA.
DALLAS, TEXAS
HAMILTON, CANADA

General Offices:
CINCINNATI, OHIO
Cable Address: "Procter"



and Years of Service

Read This:

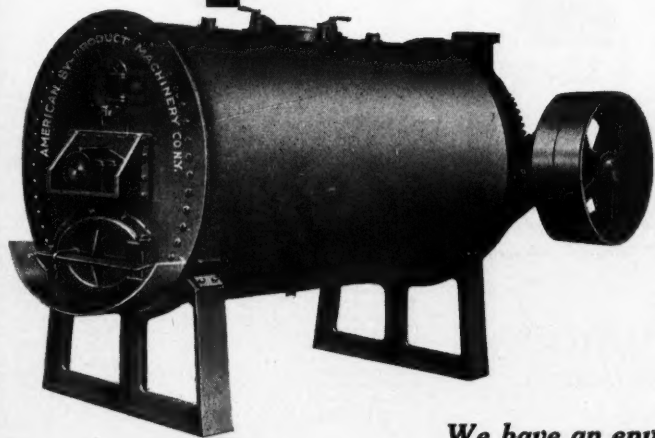
"Gentlemen:—

It might interest you to know that in an inspection we recently made on our equipment we find that the machinery which you sold us in 1912 is still functioning properly and during the intervening years we have had very little upkeep on it and no trouble.

As this machinery has been subject to very rough usage in our plant we feel that you are entitled to an expression from us of appreciation.

Yours very truly,"

(Photostat copy on request)

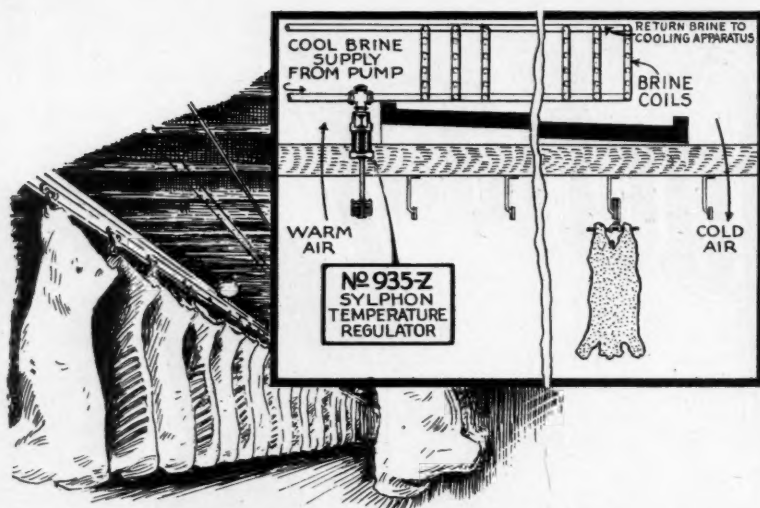


We can completely equip a new Rendering Plant from Stock—and deferred payments can be arranged.

**The American By-Product
Machinery Company**

26 Cortlandt St., New York

We have an enviable reputation to maintain



A Dependable Way of Automatically Maintaining Exact Temperatures In Brine Cooled Refrigeration



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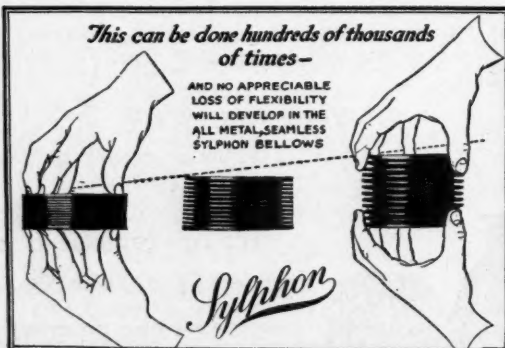
EASILY INSTALLED

Sylphon Temperature Regulators are quickly and easily installed by any good mechanic. They are self-contained and operate without any delicate or complicated auxiliaries. Once installed, they require no attention, automatically preventing the undercooling which damages your product, and the overcooling which simply boosts your refrigerating costs. And they function year after year with little or no repair costs.

You want to be certain of automatically controlled temperatures in your Carcass Coolers and other Refrigerating Rooms. You want these temperatures maintained constantly and accurately without supervision or breakdowns.

Sylphon Temperature Regulators insure you such performance more dependably and lastingly than any other regulator on the market. The reason for their accuracy and durability is the Sylphon Bellows—patented motor element of all Sylphon Temperature Regulators.

Let us send further details on the applications of automatic temperature control of brine cooled refrigerating operations in the meat packing industries. Bulletin NPT-110 covers many of these applications.



The Sylphon Bellows—recognized as the most flexible, durable and sensitive expansion unit known to science, is so constructed as to withstand years of constant use without breakdown.

The Fulton Sylphon Company

Originators and Patentees of the Sylphon Bellows
Knoxville, Tennessee, U.S.A.

Sales Offices in: NEW YORK, CHICAGO, DETROIT, BOSTON, PHILADELPHIA, and all principal cities in the U. S.

European representative: Crosby Valve & Engineering Co., Ltd., 41-42 Foley St., London, W. 1, England. Canadian representatives: Darling Bros., Ltd., 120 Prince St., Montreal, Canada.

CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 20.....	22,160	4,149	47,236	13,806
Tues., June 21.....	9,637	3,146	30,503	10,652
Wed., June 22.....	11,448	2,700	18,149	15,203
Thur., June 23.....	8,114	3,455	42,200	8,597
Fri., June 24.....	2,292	1,013	26,867	4,867
Sat., June 25.....	135	90	3,280	3,612

Total last week.....	53,716	14,553	168,240	56,737
Previous week.....	50,593	15,641	146,538	65,860
Year ago.....	55,986	12,546	119,234	50,298
Two years ago.....	41,853	15,512	142,643	51,834

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 20.....	6,195	53	11,403	465
Tues., June 21.....	2,396	21	9,070	1,517
Wed., June 22.....	4,338	21	5,620	1,049
Thur., June 23.....	2,329	32	7,260	1,220
Fri., June 24.....	1,088	1	7,041	2,120
Sat., June 25.....	182	12	999	259

Total last week.....	16,498	119	41,393	6,660
Previous week.....	13,061	166	31,584	7,885
Year ago.....	16,507	336	26,359	8,966
Two years ago.....	11,836	131	42,660	3,362

Receipts at Chicago Stock Yards thus far this year to June 25, with comparative totals:

	1927.	1926.
Cattle.....	1,382,881	1,444,828
Calves.....	382,360	396,843
Hogs.....	3,868,061	3,597,203
Sheep.....	1,735,732	1,926,789

Combined weekly hog receipts at eleven markets for week ending June 25, with comparisons:

Week ending June 25.....	569,000
Previous week.....	495,000
1926.....	468,000
1925.....	553,000
1924.....	745,000
1923.....	762,000
1922.....	634,000

Combined receipts at seven markets for the week ending June 25, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending June 25.....	190,000	487,000	181,000
Previous week.....	155,000	411,000	179,000
1926.....	188,000	397,000	170,000
1925.....	161,000	483,000	139,000
1924.....	148,000	616,000	164,000
1923.....	186,000	642,000	140,000
1922.....	178,000	532,000	166,000

Combined receipts at seven points for the year to June 25, with comparisons:

	*Cattle.	Hogs.	Sheep.
1927.....	4,175,000	12,038,000	4,684,000
1926.....	4,686,000	11,655,000	4,965,000
1925.....	4,430,000	14,295,000	4,640,000
1924.....	4,667,000	16,770,000	4,556,000
1923.....	4,662,000	16,073,000	4,805,000
1922.....	4,368,000	12,060,000	4,470,000

*Previous to 1927 calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top average price for hogs, with comparisons:

	Average Number received	Weight—lbs.	Prices—Top. Average.
*This week.....	190,000	224	\$ 9.35 \$ 8.80
Previous week.....	141,619	244	8.80 9.20
1926.....	124,228	253	15.00 14.45
1925.....	146,278	235	12.65 12.10
1924.....	176,242	237	7.50 7.00
1923.....	181,325	240	7.30 6.65
1922.....	170,854	239	10.80 10.35

Av. 1922-1926.....150,800 241 \$10.80 \$10.15

*Receipts and average weight for week ending June 25, 1927, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
*Week ending June 25.....	168,000	245	\$ 9.35 \$ 8.75	
Previous week.....	146,538	247	8.30 8.85	
1926.....	110,224	253	15.00 14.10	
1925.....	142,643	236	13.80 13.25	
1924.....	199,201	236	7.30 6.90	
1923.....	215,413	237	7.50 6.85	
1922.....	177,493	241	11.00 10.25	

Av. 1922-1926.....170,800 241 \$10.80 \$10.25

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending June 25.....	37,400	127,600	49,500
Previous week.....	37,532	114,954	58,175
1926.....	39,479	92,875	51,332
1925.....	30,017	99,974	48,472
1924.....	29,330	162,234	50,038

*Saturday, June 25, estimated.

Chicago packers hog slaughters for the week ending June 25, 1927:

Armour & Co.....	23,300
Anglo American.....	1,100
Swift & Co.....	12,600
Hammond & Co.....	6,100
Morris & Co.....	9,300
Wilson & Co.....	11,800
Boyd-Lanham.....	5,500
Western Packing Co.....	11,300
Roberts & Oake.....	6,800
Miller & Hart.....	6,500
Independent Packing Co.....	4,100
Brennan Packing Co.....	6,000
Agar Packing Co.....	4,300
Others.....	28,700

Total.....	138,000
Previous week.....	123,500
1926.....	86,500
1925.....	93,500
1924.....	175,400

(For Chicago livestock prices see page 44.)

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSING.

Provisions.

Hog products barely steady latter part of week, with holiday evening up but packers' support checked declines. Private corn crop estimates of two billion two hundred million to two billion three hundred million offset by better weather conditions. Seaboard clearances of lard larger, but domestic trade moderate. Trade watching corn values very closely.

Cottonseed Oil.

Cotton oil quiet, holiday feeling latter part week making undertone steady, with lack of pressure from scattered commission house and local buying. Cash trade quiet, but crude firm. July tenders not pressing on market, and this is helping prices. Sentiment continues very mixed.

Quotations on cottonseed oil at Friday noon were: July, \$9.31@9.40; August, \$9.66@9.70; September, \$9.80@9.83; October, \$10.00@10.03; November, \$10.03; December, \$10.08@10.15, January, \$10.15@10.25; February, \$10.17@10.30.

Tallow.

Tallow, extra, 7½c.

Oleo Oil and Stearine.

Stearine, oleo, 9¾c.

Hull Oil Market.

Hull, England, July 1, 1927.—(By Cable)—Refined cottonseed oil, 39s; crude cottonseed oil 35s.

FRIDAY'S GENERAL MARKETS.

New York, July 1, 1927.—Spot lard at New York: Prime western, \$13.40@13.50; middle western, \$13.15@13.25; city, \$12.62½; refined Continent, \$13.50; South American, \$14.25; Brazil kegs, \$15.25; compound, \$11.25.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to July 1, 1927, show exports from that country were as follows: To England, 117,711 quarters; to the Continent, 76,586 quarters; others, none.

Exports for the previous week were as follows: To England, 110,508 quarters; to the Continent, 49,813 quarters; others, none.

BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, July 1, 1927.

The provision market is dull with practically no demand for hams or picnics but square shoulders are improving. Apparently the low prices of the past several months have resulted in light production by American packers. Pure lard in fair demand. Spot prices are gradually working lower on boxed meats under selling pressure from the Danish and Continental product.

Today's prices are as follows: Shoulders, square, 74s; picnics, 71s; hams, long cut, 100s; American cut, 92s; Cumberland cut, 88s; short backs, 81s; bellies, clear, 80s; Canadian, 82s; spot lard, 65s.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, June 30, 1927, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (Hvy. Wt., 700 lbs. up):				
Choice	\$19.00@20.50	\$20.00@21.00	\$19.00@20.50	\$19.00@20.00
Good	17.50@19.00	19.00@20.00	17.50@19.00	18.00@19.00
STEERS (Lt. and Med. Wt., 700 lbs. down):				
Choice	18.00@19.50		19.00@20.50	19.00@20.00
Good	16.00@18.00	18.00@19.00	17.50@19.00	18.00@19.00
STEERS (All Weights):				
Medium	14.00@16.00	17.00@18.00	15.00@17.00	15.00@17.00
Common	12.00@14.00	15.50@17.00	12.00@14.50	13.00@15.00
COWS:				
Good	14.00@15.00	14.00@15.50	15.00@16.50	15.00@16.00
Medium	12.00@14.00	13.00@14.00	12.50@14.50	13.50@14.50
Common	10.00@12.00	12.00@13.00	11.00@12.50	12.00@13.50
Fresh Veal (1):				
VEALERS:				
Choice	19.00@22.00		19.00@22.00	18.00@19.00
Good	17.00@19.00	16.00@18.00	17.00@20.00	15.00@17.00
Medium	15.00@17.00	14.00@16.00	15.00@17.00	13.00@15.00
Common	13.00@15.00	12.00@14.00	13.00@15.00	12.00@13.00
CALF CARCASSES (2):				
Choice	16.00@18.00		17.00@19.00	
Good	15.00@16.00	15.00@16.00	15.00@17.00	14.00@15.00
Medium	13.00@15.00	13.00@15.00	13.00@15.00	12.00@13.00
Common	11.00@13.00	11.00@13.00	12.00@13.00	10.00@12.00
Fresh Lamb and Mutton:				
LAMB (30-42 lbs.):				
Choice	27.00@29.00	29.00@31.00	27.00@29.00	24.00@27.00
Good	25.00@27.00	28.00@30.00	25.00@28.00	22.00@24.00
LAMB (42-55 lbs.):				
Choice		26.00@28.00	25.00@28.00	24.00@27.00
Good		25.00@27.00	24.00@27.00	22.00@24.00
LAMB (All Weights):				
Medium	21.00@24.00	24.00@25.00	20.00@24.00	19.00@22.00
Common	17.00@21.00	22.00@24.00	15.00@18.00	15.00@19.00
MUTTON (Ewes):				
Good	13.00@15.00	12.00@15.00	12.00@14.00	13.00@14.00
Medium	11.00@13.00	9.00@12.00	11.00@13.00	12.00@13.00
Common	9.00@11.00	7.00@10.00	8.00@11.00	11.00@12.00
Fresh Pork Cuts:				
LOINS:				
8-10 lb. av.	20.00@22.00	20.00@21.00	19.00@21.00	20.00@22.00
10-12 lb. av.	18.00@20.00	19.00@20.00	18.00@20.00	18.00@21.00
12-15 lb. av.	15.00@17.00	16.50@18.00	16.00@18.00	16.00@18.00
15-18 lb. av.	14.00@16.00	14.00@15.00	15.00@17.00	13.00@16.00
18-22 lb. av.	13.00@14.00	13.00@14.00	13.00@15.00	13.00@15.00
SHOULDERS:				
N. Y. Style: Skinned	11.00@13.00		12.00@14.00	12.00@14.00
PICNICS:				
4-6 lb. av.		13.50@14.50		
6-8 lb. av.		12.50@13.50	12.00@13.00	
BUTTS: Boston Style	14.00@16.00		14.00@16.00	14.00@16.00
SPARE RIBS: Half Sheets	9.00@11.00			
TRIMMINGS:				
Regular	7.50@ 8.50			
Lean	14.00@15.00			

(1) Includes "skin on" at New York and Chicago (2) Includes sides at Boston and Philadelphia.

TRADE GLEANINGS.

The Carstens Packing Co., Eugene, Ore., has purchased the retail meat market of Carter & Giles, Forks, Wash.

The Eugene Packing Co., Eugene, Ore., has purchased the retail market at 721 Williamette St., Eugene, formerly opened by Earl Kelly.

The Laurel Ice & Packing Co., Laurel, Miss., has increased its capital stock from \$50,000 to \$100,000.

The Armour Arcade fertilizer plant at Chicago, was destroyed by fire on the evening of June 25. The loss was estimated by officials of the company at \$100,000. Slight damage was also done to the roof of the Miller & Hart plant adjoining the fertilizer building.

The new plant of the Baldrige Packing Co., 3095 East Vernon Ave., Los Angeles, Calif., was placed in operation recently. The plant covers 10,000 square feet of ground, has cooler space for 500 carcasses of beef and represents an investment of \$150,000.

A large slaughter house at which all beef and other meats will be prepared for the Skaggs Safeway Stores in Northern California was opened recently at Cottonwood, Calif.

George E. Schille, live stock buyer at the Spokane, Wash., plant of Armour & Co. since that firm purchased the E. H. Stanton plant in 1917, has been promoted to manager, to succeed Harry L. Wilkinson, who has been promoted to manager of the St. Joseph, Mo., plant. H. R. Herman succeeds Mr. Schille as live stock buyer at Spokane.

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ending June 25, 1927, with comparisons, are reported by the U. S. Department of Commerce as follows:

	Jan. 1, 1927.	Week ending—	to
	June 25, 1927.	June 25, 1926.	June 25, 1927.
	M lbs.	M lbs.	M lbs.
HAMS & SHOULDERS, INCLUDING WILTSHIRES.			
Total	2,274	1,138	1,932
To Belgium			58,768
United Kingdom	2,208	1,073	1,887
Other Europe			50,935
Cuba	48	51	26
Other countries	18	14	19
BACON, INCLUDING CUMBERLAND.			
Total	3,034	2,143	3,561
To Germany	90		25
United Kingdom	2,504	1,835	3,136
Other Europe	306	188	363
Cuba		12	1
Other countries	134	108	36
LARD.			
Total	15,562	7,725	12,818
To Germany	7,030	871	1,237
Netherlands	1,620	1,209	726
United Kingdom	4,412	2,922	6,100
Other Europe	486	176	2,198
Cuba	1,596	1,884	1,536
Other countries	418	663	1,021
PICKLED PORK.			
Total	328	131	239
To U. Kingdom	60	6	16
Other Europe		12	
Canada	150	63	188
Other countries	109	50	35
TOTAL EXPORTS BY PORTS WEEK JUNE 25.			
	Hams and shoulders, Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	2,274	3,034	15,562
Boston			
Detroit	1,399	839	1,420
Port Huron	611	647	742
Key West	41		1,277
New Orleans	25	5	732
New York	31	1,546	11,160
Philadelphia			231
DESTINATION OF EXPORTS.			
	Hams and shoulders, Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Exported to:			
United Kingdom (total)	2,208	2,504	1,887
Liverpool		1,014	1,637
London		321	300
Manchester		42	
Glasgow		380	136
Other United Kingdom		451	371
Exported to:			
Germany (total)	7,030		
Hamburg		6,520	
Other Germany			510

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)
Chicago, June 30, 1927.

CATTLE—Slightly decreased cattle receipts locally and at most of the leading markets gave the sellers no benefit on some classes although the best steers and some of the cows and heifers were materially bettered. The price range widened considerably with a greater spread indicated in the near future. Best steers of nearly all weights were strong to 25c higher and at the highest level of the year while others were mostly 25c lower although some of the lower grades as well as the good grade middle weight offerings showed 40@50c decline.

Choice Illinois fed 1453 lb. steers scored \$14.35 and somewhat similar weights made \$14.00@14.30. A few loads upward to 1500 lbs. sold at \$13.50@14.25. Many of the 1200-1300 lb. offerings sold at \$11.50@13.50 but some 1275 and 1253 lb. offerings made \$13.75@14.00, respectively. Yearlings around 1000 lbs. reached \$13.15 but many others were taken at \$10.00@12.00. Any number of older offerings of a grassy type landed at \$10.00@10.75 and some landed below \$9.50.

Fat cows and heifers were mostly steady to strong but some of best grass cows and good fed stock showed a sharp advance, 50c gain not being uncommon. Best heifers were around 15@25c up. Cows sold largely at \$5.50@7.25 but the fed kinds with weight sold generally at \$8.00@9.00. Heifers topped at \$11.65 for the first time this year, other choice kinds making \$11.00@11.50 with grassers usually at \$8.00@9.25.

Low cutters and cutters were mostly steady at \$4.25@5.00. Bulls were unchanged, medium kinds going largely at \$6.25@6.50. Vealers were 50c@1.00 higher and better grades usually cleared at \$12.00@12.50.

HOGS—Price spread widening; better grade hogs, especially lightweights, 25@35 higher for week; heavy butchers, packing sows and medium grade hogs steady; pigs sharing advance on better grades, largely 25c higher for week; late top \$9.55; bulk 160-200 lbs. \$9.25@9.50; 210-250 lbs \$8.90@9.40; 260-320 lbs. butchers \$8.50@9.00; few

butchers below \$8.45; most packing sows \$7.40@7.90, lightweights frequently \$8.00; best pigs upward to \$9.25, bulk \$8.60@9.00.

SHEEP—A sluggish dressed trade was the principal bearish factor forcing fat lambs lower despite decreased aggregate receipts. Slaughter lambs and yearlings closed 50c@1.00 lower, with sheep strong, heavy ewes showing a little upturn. The week closed with slight strength and choice Idaho lambs at \$14.50, top for the period. Best natives sold at \$13.75, with the week's top natives at \$14.25 Monday. Bulk of good to choice Idahos and Washingtons cleared late at \$14.00@14.50, good natives cashing at \$13.25@13.50, with culls at \$9.00@9.25 and yearlings at \$11.00@12.00. Fat ewes bulked at \$5.50@6.25 with a few lightweights up to \$6.50.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)
Kansas City, Mo., June 30, 1927.

CATTLE—Choice grades of all weights have been relatively scarce all the week and are fully steady with some strength shown on weighty kinds. Other fed arrivals closed at weak to 25c lower rates

with in-between grades taking the full loss.

Strictly choice 1,572 lb. steers scored a new top for the year at \$13.75; best medium weights made \$12.60 and choice yearlings stopped at \$12.00. Bulk of the fed offerings cashed from \$9.50@13.00. Calfeders were numerous at \$9.00@11.00 with the best at \$11.50, while grassers cleared from \$7.00@8.75. Grain fed cows held steady while grass fat offerings are mostly 15@25c off. Bulls closed at 25c lower rates. Vealers are steady to 50c off with \$10.00@11.00 taking the best.

HOGS—Under a rather broad shipping demand prices advanced 25@50c over a week ago with the lighter weights sharing most of the gain. On Thursday's session choice light lights reached \$9.25 the week's top; and best 180 to 200 lb. weights made \$9.15. Choice 250 lb. butchers went at \$9.00, while 300 lb. averages stopped at \$8.70; packing grades held steady with \$7.00@7.75 taking the bulk on late days.

SHEEP—Lamb prices made some gains late but are 50@75c lower than a week ago with best westerns selling at \$13.75 on Thursday's session for the week's top. Most westerns sold at \$13.10@13.40 while native lambs cleared from \$12.25@13.25. Aged sheep are steady to 25c lower for the week. Best wethers sold at \$7.50, and most of the fat ewes were taken from \$5.00@5.75.

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, June 30, 1927, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
Hogs (Soft or oily hogs and roasting pigs excluded):					
Hvy. wt. (250-350 lbs.), med.-ch.....	\$ 8.50@ 9.15	\$ 8.80@ 9.05	\$ 8.25@ 8.90	\$ 8.35@ 9.00	\$ 8.00@ 8.65
Med. wt. (200-250 lbs.), med.-ch.....	8.80@ 9.50	8.90@ 9.40	8.85@ 9.10	8.75@ 9.15	8.40@ 9.25
Lt. wt. (150-200 lbs.), com.-ch.....	8.85@ 9.55	9.25@ 9.50	8.85@ 9.15	8.90@ 9.25	9.00@ 9.25
Lt. lt. (130-160 lbs.), com.-ch.....	8.25@ 9.45	8.75@ 9.50	8.00@ 9.00	8.80@ 9.25	9.00@ 9.25
Packing sows, smooth and rough.....	6.75@ 8.00	7.40@ 7.85	7.25@ 8.00	7.00@ 7.85	7.00@ 7.50
Sightr. pigs (130 lbs. down), med.-ch.....	8.35@ 9.25	8.75@ 9.25	.....	9.00@ 9.50	9.15@ 9.25
Av. cost and wt., Wed. (pigs excluded)	8.67-258 lb.	9.08-211 lb.	8.31-270 lb.	8.67-230 lb.	.....
Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):					
Good-ch.....	12.00@14.40	.....	11.00@13.50	11.85@13.75	.....
STEERS (1,100-1,500 LBS.):					
Choice.....	12.40@14.40	12.75@13.75	11.75@13.50	11.75@13.65	11.25@13.25
Good.....	10.75@13.75	11.00@13.00	10.50@12.50	10.50@12.50	10.00@11.50
Medium.....	8.90@11.65	8.25@11.25	8.75@11.25	8.25@11.25	8.75@10.25
Common.....	8.00@ 8.35	7.00@ 8.25	6.75@ 8.75	6.25@ 8.35	7.25@ 8.75
STEERS (1,100 LBS. DOWN):					
Choice.....	11.40@13.25	11.75@12.75	11.35@12.00	11.35@12.65	10.50@12.00
Good.....	10.10@12.25	10.25@12.00	10.15@11.75	10.25@11.65	9.50@10.50
Medium.....	8.60@10.60	8.00@10.50	8.40@10.50	8.00@10.50	7.75@ 9.50
Common.....	7.50@ 8.85	6.75@ 8.00	6.50@ 8.75	6.25@ 8.25	6.50@ 7.75
Low cutter and cutter.....	6.25@ 7.75	5.50@ 6.75	5.50@ 6.75	6.75@ 6.25	5.75@ 6.50
LT. YRLG. STEERS AND HEIFERS:					
Good to choice (850 lbs. down).....	9.75@12.40	9.75@11.25	9.50@11.85	9.50@11.85	9.50@11.25
HEIFERS:					
Good-choice (850 lbs. up).....	8.65@11.65	8.25@10.25	8.25@11.25	8.25@10.85	8.00@10.25
Common-med. (all weights).....	6.50@ 9.25	6.50@ 8.50	6.00@ 8.85	6.00@ 9.25	5.75@ 8.00
COWS:					
Good to choice.....	6.75@ 9.75	6.25@ 8.75	6.75@ 9.15	6.50@ 8.65	6.50@ 8.25
Common and medium.....	5.00@ 6.75	5.25@ 6.25	5.25@ 6.75	5.00@ 6.50	5.25@ 6.50
Low cutter and cutter.....	4.00@ 5.00	3.50@ 5.25	4.00@ 5.25	3.75@ 5.00	4.00@ 5.25
BULLS:					
Good-ch. (beef 1,500 lbs. up).....	6.60@ 7.00	6.75@ 7.25	6.00@ 6.65	6.35@ 7.00	6.25@ 6.75
Good-ch. (1,500 lbs. down).....	7.00@ 7.25	7.25@ 8.00	6.00@ 7.00	6.15@ 7.00	6.25@ 6.75
Can.-med. (canner and bologna).....	5.00@ 6.60	5.00@ 6.50	4.75@ 6.00	5.00@ 6.15	5.00@ 6.25
CALVES:					
Medium to choice (milk fed. exc.)...	7.50@ 9.50	7.00@ 9.00	7.25@ 9.50	6.75@ 9.00	7.50@ 9.50
Cull-common.....	5.50@ 7.50	4.50@ 7.00	5.00@ 7.25	5.00@ 6.75	5.50@ 7.50
VEALERS:					
Medium to choice.....	11.00@12.50	8.50@11.75	7.50@10.50	7.75@11.50	9.00@11.50
Cull-common.....	6.50@11.00	5.00@ 8.50	4.50@ 7.50	4.00@ 7.75	6.00@ 9.00
Slaughter Sheep and Lambs:					
Lambs, med. to choice (84 lbs. down)...	11.75@14.50	11.50@13.75	11.75@13.75	12.00@13.75	10.75@13.00
Lambs, cull-com. (all weights).....	8.25@11.75	8.50@11.50	8.25@11.75	8.00@12.00	8.00@10.75
Yearling wethers, medium to choice...	8.50@12.00	8.00@11.50	8.50@10.75	8.25@11.50	8.50@10.75
Ewes, common to choice.....	4.25@ 6.75	4.00@ 5.50	4.00@ 5.50	3.50@ 5.75	3.50@ 5.50
Ewes, canners and cull.....	1.50@ 4.25	1.00@ 4.00	1.25@ 4.00	1.00@ 3.50	1.25@ 3.50

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ST. LOUIS.(Reported by U. S. Bureau of Agricultural Economics,
E. St. Louis, Ill. June 30, 1927.)**CATTLE—Compare**ago, native steers
grassy kinds show
steers, low cutters
vealers 25c lower. mixed yearlings and
heifers strong; cows 25@50c lower; bulls
steady.Tops for week: matured steers, \$12.75,
weights 1,290 and 1,331 lbs.; yearlings
\$12.00, weight 947 lbs.; heifers \$11.10,
weight 651 lbs.; light mixed yearlings
\$11.00, weight 713 lbs.; Western steers
\$10.75, weight 1,180 lbs.Bulks for week: Matured steers \$9.25
@12.00; Western steers \$8.60@10.00 fat
mixed yearlings and heifers \$10.25@11.00;
cows \$5.75@6.75; low cutters \$3.75@4.25.**HOGS**—While the market jumped up
considerably this week, the main strength
has been in light hogs, heavy butchers as
well as packing sows being in a rut. Good
light hogs have advanced 35@40c over one
week earlier; medium weights unevenly
10@35c higher; some heavy hogs, without
too much weight around 10c higher; heav-
iest kinds practically unchanged; good
pigs 25@50c higher; packing sows 15@25c
lower.Top today was \$9.65; bulk desirable
light hogs \$9.50@9.60; 210-240 lb. weights
\$9.10@9.40; 250-260 lb. \$8.90@9.00; 280 lb.
and up \$8.65@8.75; packing sows \$7.75;
most good pigs \$9.00.**SHEEP**—Buyers continue to hammer
fat lambs, taking off 50@75c again this
week, making \$3.50 lost in the last three
weeks. Bulk of fat lambs are bringing
\$13.50@13.75, the latter price top; culls
\$8.50; aged sheep unchanged, bulk \$4.50@
5.50.**OMAHA.**(Reported by U. S. Bureau of Agricultural Economics,
Omaha, Nebr., June 30, 1927.)**CATTLE**—Demand for the better
grades of fed steers and yearlings con-
tinued broad showing urgency at times.The market carried a strong undertone
with prices strong to 25c higher, choice
yearlings, heifers and light steers showing
the full upturn. Best weighty steers
offered 1,313 lb. earned \$13.00 and 1,158
lb. averages same price. Long yearlings
965 lb. turned at \$12.75. Beef cows mostly
steady; cutters 25c lower. Bulls were in
narrow demand and prices declined around
50c, and veals \$1.50@2.00 with practical
top \$9.50.**HOGS**—General conditions in the hog
trade have been favorable to the selling
interests. Supplies locally have been lib-
eral, but supplies in the aggregate at lead-
ing markets have been moderate, and gen-
eral trend for the period has been higher.
Interest has centered on medium weight
butchers and lights and these are 35@50c
higher while packing grades and strong
weight butchers are only strong to 25c
higher.Thursday's bulks follow: 160-240 lb.
averages \$8.90@9.10; top \$9.15; 240-300 lb.
butchers \$8.50@8.90; heavier butchers
downward to \$8.25; packing sows largely
\$7.40@7.75; smooth sows upward to \$8.00.**SHEEP**—Sharp declines featured the
lamb trade late last week and early this
week while after Tuesday there was some
reaction, but comparisons Thursday with
Thursday still show a net break of 75c.
Closing bulk on fat range lambs \$13.50@
13.75; natives \$12.50@12.75. Fat sheep are
around 25c higher with best slaughter
ewes up to \$5.50.**ST. PAUL.**(Reported by U. S. Bureau of Agricultural Economics
and Minnesota Dept. of Agriculture.)

South St. Paul, Minn., June 29, 1927.

CATTLE—Last week's sharp downturn
on practically all lines of killing stock has
served to curtail the run here this week,
with the result that all classes of cattle
are holding about in line with the levels
of last Friday.Virtually no medium or heavyweight
steers have been offered, top mixed year-
lings scoring at \$11.75, this price also
taking the best lightweight steers. Otherdesirable offerings turned at \$11.00@11.40,
the bulk of the strictly grain feds from
\$10.00@11.00, with warmedup and grassers
from \$8.60@9.50.For the stock it is mostly a \$5.50@7.00
market on cows, and a \$6.00@8.00 trade
on common and medium grade heifers,
cutters going at \$4.00@5.00.Medium grade bulls are holding at \$5.75
@6.00 for weighty sorts, while vealers, on
a 50@75c rise today, cleared mostly at the
\$11.00 line.**HOGS**—For the week, heavyweight
butchers were 10@35c off, with light and
medium-weights unevenly steady to 10c
higher.Sows were steady to 15c lower, with
pigs mostly steady. Lately better grades
weighing 225 lbs. and down cashed at
\$8.75@9.00, with most medium and heavy-
weight butchers \$8.25@8.75 largely. Sows
are mostly \$7.35@7.40.**SHEEP**—Native lambs and yearlings
were mostly \$1.25 lower for the period,
with sheep weak to 25c lower. The bulk
of the desirable natives sold recently at
\$12.50, with best yearlings \$10.00@10.50.Fat ewes went to packers mostly at \$3.50
@5.50. Full-mouthed breeding ewes were
taken at \$5.00 to \$7.50 largely, with twos
and threes mostly \$8.00@9.00. Yearlings
were upward to \$11.00 and \$11.50.**ST. JOSEPH.**

(Special Letter to The National Provisioner.)

South St. Joseph, Mo., June 28, 1927.

CATTLE—Cattle receipts for two days
this week were around 5,200. Fed steers
and yearlings were in fair showing, and
more westerns were offered than any pre-
vious day this season. Better grades of
fed steers and yearlings are generally
steady, but medium kinds and grassers are
mostly 15@25 lower for the period.Best steers, averaging 1,299 lbs. topped
at \$12.75; some 1,089-pound averages
reached \$12.10, and bulk of the fed kinds
ranged \$10.00@11.50. Fed Texas sold at
\$11.00; Kansas steers, \$7.35@10.00; plain
Oklahoma's, down to \$7.00. Mixed year-
lings sold mostly at \$9.50@10.50, with
best, \$10.75@11.00.Cows and heifers were weak to 25c
lower, grassy kinds showing the most de-
cline. Few cows sold above \$7.00. The
bulk of fair to good grades went at \$5.25
@6.50, with canners and cutters, \$3.75@
4.75. Best fed heifers sold at \$10.00@
(Continued on page 50.)**WE BUY 'EM RIGHT!****A TRIAL IS CONVINCING!**

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PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, June 25, 1927, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	6,473	23,300	14,475
Swift & Co.	5,921	12,600	16,628
Morris & Co.	4,109	9,500	3,859
Wilson & Co.	4,653	11,500	6,882
Anglo-Amer. Prov. Co.	1,843	1,100	...
G. H. Hammond Co.	2,474	6,100	...
Libby, McNeill & Libby	898	...	...
Brennan Packing Co., 6,600 hogs; Miller & Hart, 6,500 hogs; Independent Packing Co., 4,100 hogs; Boyd, Lunham & Co., 5,500 hogs; Western Packing & Provision Co., 11,300 hogs; Roberts & Oake, 6,800 hogs; others, 33,000 hogs.			

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,678	1,118	4,701	4,545
Cudahy Pkg. Co.	2,579	1,196	3,485	5,480
Morris & Co.	2,602	846	5,231	5,489
Wilson & Co.	3,930	1,061	3,520	4,277
Local butchers	705	198	1,615	90
Total	16,297	4,933	21,343	21,873

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	4,638	11,746	7,147
Cudahy Pkg. Co.	5,593	14,794	9,388
Dold Pkg. Co.	1,849	5,082	...
Morris & Co.	2,069	10,148	4,302
Swift & Co.	5,769	11,243	10,219
Eagle Pkg. Co.	25	...	...
M. Glassburg	...	...	...
Glaser Prov. Co.	34	...	...
Hoffman Bros.	93	...	...
Mayerowich & Vall.	73	...	...
Omaha Pkg. Co.	59	...	...
J. Rife Pkg. Co.	13	...	...
J. Roth & Sons	78	...	...
South Omaha Pkg. Co.	122	...	...
Lincoln Pkg. Co.	233	...	...
Morrell Pkg. Co.	23	...	...
Nagle Pkg. Co.	23	...	...
Sinclair Pkg. Co.	135	...	...
Wilson Pkg. Co.	476	...	...
Kennett-Murray Co.	...	3,881	...
J. W. Murphy	...	9,581	...
Others	...	11,713	...
Total	22,039	78,783	31,056

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,529	1,132	4,725	4,776
Swift & Co.	2,657	1,365	7,836	7,873
Morris & Co.	1,461	174	4,075	2,913
East Side Pkg. Co.	1,928	...	7,371	...
Others	3,029	1,533	17,020	1,850
Total	10,604	4,704	41,027	17,212

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,054	975	12,355	10,886
Armour & Co.	2,393	378	7,146	3,440
Morris & Co.	1,593	418	5,197	1,855
Others	1,321	140	6,953	1,038
Total	8,361	1,911	31,633	17,221

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,768	136	13,656	289
Armour & Co.	2,372	126	12,327	102
Swift & Co.	1,905	172	6,903	256
Sacks Pkg. Co.	49	...	...	...
Smith Bros. Pkg. Co.	51	17	...	...
Local butchers	82	9	...	...
Order buyers and packer shipments	2,165	8	15,541	...
Total	9,392	468	48,487	647

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Foreign	1,400	3,013	15,517	3,868
King & Co.	1,619	859	24,090	1,343
Indianapolis Abat. Co.	1,068	62	442	91
Armour & Co.	526	89	3,441	7
Bell Pkg. Co.	90	...	486	...
Brown Bros.	121	23	...	...
Hilgemeyer Bros.	...	...	813	...
Schmueler Pkg. Co.	16	...	257	...
Riverview Pkg. Co.	8	3	231	...
Meier Pkg. Co.	86	19	261	...
Indiana Provision Co.	19	2	227	20
Art Wabnitz	4	58	...	...
Maas-Hartman & Co.	39	18	...	6
Steinmetz Pkg. Co.	...	31	20	21
Hoosier Abat. Co.	37	...	...	...
Miscellaneous	436	52	521	954
Total	5,479	4,329	46,306	6,339

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
C. A. Freund	133	47	80	...
Sam Gall	...	42	...	263
J. Hilberg's Sons	201	17	...	76
Ideal Pkg. Co.	29	13	771	...
Gus Juengling	97	105	...	71
E. Kahn's Sons Co.	646	376	4,855	307
Kroger Groc. & Bak. Co.	340	164	2,855	...
Lohrey Pkg. Co.	4	...	290	...
H. H. Meyer Pkg. Co.	41	...	2,983	...
Wm. G. Rehn's Sons	140	55	...	...
A. Sander Pkg. Co.	7	...	1,970	...
J. Schlachter's Sons	203	106	...	169
J. & F. Schroth Pkg. Co.	18	...	3,068	...
J. Vogel & Son	15	6	675	...
Total	1,874	901	17,567	886

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,639	982	2,095	134
Wilson & Co.	2,158	316	2,056	258
Others	94	...	366	...
Total	3,891	1,298	4,517	392

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,415	3,969	15,682	658
Cudahy Pkg. Co.	274	1,350	...	...
Hertz Bros.	139	33	...	...
Swift & Co.	3,569	5,902	21,047	1,043
United Pkg. Co.	627	306	...	...
Others	415	...	6,474	...
Total	7,423	11,650	46,203	1,701

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	751	384	6,110	624
Dold Pkg. Co.	274	22	3,489	...
W. D. Beef Co.	30	...	...	...
Dunn-Ostertag Co.	100	...	...	...
Keefe-LeSturgeon	76	...	...	...
Total	1,231	406	9,599	624

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,195	4,714	7,579	401
U. D. B. Co., N. Y.	17	...	...	...
R. Gunz & Co.	155	34	73	29
Armour & Co., Milw.	441	2,219	...	...
Armour & Co., Chicago	178	...	...	...
N. Y. B. D. M. Co.	53	...	...	...
New York	...	...	...	...
Peoples Pkg., Cleve. O.	23	...	...	...
Butchers	149	524	4	264
Traders	220	84	10	1
Total	2,431	7,575	7,675	695

RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ending June 25th, with comparisons:

CATTLE.

	Week ending June 25.	Prev. week.	Cor. 1926.
Chicago	25,873	26,058	27,881
Kansas City	16,297	16,376	21,047
Omaha	22,039	21,327	21,433
St. Louis	10,604	11,519	32,172
St. Joseph	8,361	10,446	8,275
Sioux City	9,392	8,815	9,967
Oklahoma City	3,891	3,207	5,018
Indianapolis	5,479	5,406	4,792
Cincinnati	1,874	1,633	1,575
Milwaukee	2,431	2,362	1,975
Wichita	1,231	839	...
Denver	...	...	...
St. Paul	7,423	7,868	9,447
Total	114,868	116,076	147,421

HOGS.

	Week ending June 25.	Prev. week.	Cor. 1926.
Chicago	138,000	126,500	96,500
Kansas City	21,343	20,281	29,197
Omaha	78,783	48,856	61,501
St. Louis	41,027	54,791	70,181
St. Joseph	31,633	27,580	28,365
Sioux City	48,487	35,042	41,484
Oklahoma City	4,517	4,838	3,290
Indianapolis	46,306	42,055	38,138
Cincinnati	17,567	18,154	10,336
Milwaukee	7,675	1,174	10,457
Wichita	9,599	11,941	7,897
Denver	...	...	...
St. Paul	46,203	43,328	48,200
Total	491,140	440,905	445,606

SHEEP.

	Week ending June 25.	Prev. week.	Cor. 1926.
Chicago	41,944	56,056	40,878
Kansas City	21,873	22,238	20,477
Omaha	21,056	31,130	32,042
St. Louis	17,212	25,595	14,969
St. Joseph	17,212	17,674	16,448
Sioux City	647	1,135	505
Oklahoma City	392	201	161
Indianapolis	6,339	6,199	3,661
Cincinnati	886	1,028	644
Milwaukee	695	708	597
Wichita	624	1,409	395
Denver	...	...	...
St. Paul	1,701	1,640	1,161
Total	140,490	165,073	131,939

DANISH BACON EXPORTS.

Bacon exports from Denmark for the week ending June 25, 1927, were 5,159 metric tons, all of which went to England, according to a cablegram received by the U. S. Department of Commerce.

NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ending June 25, 1927, were reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	2,673	8,341	3,272	34,279
New York	805	3,097	19,014	3,283
Central Union	3,835	1,772	84	9,707
Total	7,313	13,210	22,370	47,269
Previous week	6,731	14,286	22,099	45,761
Two weeks ago	8,122	13,530	27,292	51,294

RECEIPTS AT CENTERS

SATURDAY, JUNE 25, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	1,400	4,000	4,600
Kansas City	300	400	...
Omaha	100	400	100
St. Louis	450	3,700	700
St. Joseph	100	2,000	500
Sioux City	100	1,500	300
St. Paul	100	800	...
Oklahoma City	500	500	...
Fort Worth	100	100	...
Milwaukee	...	100	...
Denver	200	400	3,900
Louisville	100	500	300
Wichita	100	600	200
Indianapolis	200	5,000	200
Pittsburgh	100	1,500	200
Cincinnati	200	1,000	200
Buffalo	100	1,300	100
Cleveland	200	600	200
Nashville	100	300	400
Toronto	100	100	300

MONDAY, JUNE 27, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	19,000	54,000	11,000
Kansas City	10,000	7,000	6,000
Omaha	6,000	9,000	15,400
St. Louis	5,000	13,000	4,500
St. Joseph	2,000	2,000	2,500
Sioux City	3,000	8,000	300
Wichita	4,000	14,000	300
Oklahoma City	500	1,000	...
Fort Worth	4,000	1,000	1,500
Milwaukee	200	300	100
Denver	2,300	2,200	2,600
Louisville	1,100	1,500	2,400
Indianapolis	900	6,000	400
Pittsburgh	1,100	4,000	2,000
Cincinnati	1,900	6,000	1,600
Buffalo	1,800	10,100	2,000
Cleveland	800	4,000	1,000
Nashville	...	2,700	...
Toronto	2,500	1,200	400

TUESDAY, JUNE 28, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	29,000	7,000
Kansas City	7,000	7,000	6,000
Omaha	7,000	13,500	14,000
St. Louis	5,500	18,500	4,500
St. Joseph	2,500	6,500	5,000
Sioux City	2,500	11,000	...
St. Paul	1,500	6,500	500
Oklahoma City	1,400	1,200	...
Fort Worth	2,000	600	500
Milwaukee	600	2,500	...
Denver	200	1,300	4,000
Louisville	200	1,200	2,500
Wichita	300	1,700	200
Indianapolis	1,600	10,000	800
Pittsburgh	400	800	200
Cincinnati	400	3,200	800
Buffalo	1,200	200	200
Cleveland	300	2,000	700
Nashville	200	900	2,600
Toronto	700	900	40

HIDE AND SKIN MARKETS

Chicago.

PACKER HIDES—Market strong and active, considering the stocks available. Packers entered the week fairly well cleaned up, with only around a week's kill on hand. Slightly over 70,000 hides reported sold during the week to date, and this may be increased before the week closes. A full cent advance was obtained on light native cows, branded cows and bulls, with 1/2 cent advance no other descriptions moving. Practically all stocks moving were June hides.

There has been considerable comment in the daily press lately regarding the improved outlook for both hide and leather industries.

Spread native steers scarce and nominally 22@23c. Around 20,000 or more heavy native steers sold at 20c; 5,000 extreme native steers brought 21c.

Around 13,000 butt branded steers sold at 18 1/2c; 4,000 Colorados at 18c. Two cars of heavy Texas steers reported at 18 1/2c, and 2,000 light Texas steers at 18c; extreme light Texas steers moved with branded cows at 18 1/2c.

Heavy native cows well cleaned up and scarce, 19 1/2c asked. Around 17,000 light native cows sold at 21c and this figure since bid. Sales of around 10,000 branded cows reported at 18 1/2c.

One packer sold 1,500 June native bulls at 16c; branded bulls nominally 14@15c.

Market appears strong and more hides could have been moved if available.

SMALL PACKER HIDES—The market is stronger, although there has been no trading as yet in July stocks. Last trading in June stocks was at 20c for all-weight native steers and cows, and 18c for branded. Native bulls brought 14 1/2c and branded bulls 13c. Numerous bids of 20 1/2c have been declined for July stocks, local killers not offering. Since the advance this week in the big packer market, a bid of 21c was reported declined.

Sales of 1,000 July city packer hides at St. Louis are reported at 22c. Three local small packers sold a total of around 1,000 June slunks at from \$1.15@1.25 for regulars and 50@65c for hairless. One packer is still holding his June hides; another withdrew June offerings from the market this week.

COUNTRY HIDES—Country hides are strong, with higher prices talked. Receipts are light and dealers are slow to offer the small stocks which have accumulated. Good all-weights, around 47-lb. av., are priced at 18@18 1/2c, selected. Heavy steers are quoted at 16 1/2c. Heavy steers and cows, 16@16 1/2c asked. Buff weights are firm around 18c. This figure has been reported declined in some instances.

Good extremes, 25/45 lb., up to 21c asked; 25/50 lb. have sold at 19 1/2c; and 20 asked. Bulls are quoted at 13@13 1/2c, selected. All-weight western branded are priced at 15 1/2@16c, Chicago freight.

CALFSKINS—Market active and a full cent higher on northers. One packer moved 10,000 May calf at 24c for northers; another packer sold around 30,000 May calf at 24c for northers and 23c for southers.

First salted Chicago city calfskins quoted at 21@21 1/2c, some talk up to 22c. Outside city skins quoted around 20 1/2@21c. Resalted lots slow, around 17 1/2@20c, selected, asked. Mixed cities and countries around 19@19 1/2c.

KIPSKINS—Packer kipskins are scarce

and market quiet but firm. Last trading in May kips at 22 1/2c for northern natives and 22c for southers; over-weights last sold at 23c for May northers, and branded kips at 20c for southers. A few offered out at 24c for natives, 24c for over-weights and 22c for branded.

First salted Chicago kips last sold at 21c, over-weights moving at same figure; generally quoted 21@21 1/2c. Outside city kips priced around 20@20 1/2c. Resalted lots 20@21c, selected, asked. Mixed cities and countries priced around 19c.

Packer regular slunks \$1.30@1.50 asked; hairless nominally 55@60c.

HORSEHIDES—The market continues firm. Choice renderers, with full heads and shanks, up to \$6.75 asked. Good mixed lots are priced around \$6.00@6.25. Ordinary northern country lots are quoted around \$5.50.

SHEEPSKINS—Dry pelts are quoted 23@25c per lb., according to section. Packer shearlings are quiet and are coming in very slowly; the last trading being at \$1.25 for a car containing a good portion of No. 1's and same figure now asked.

Pickled skins are quiet, locally, but firm. The last trading was at \$7.50 per doz. for California spring lambs. Generally asking \$9.00 for native June lambs at New York, with unconfirmed reports of trading slightly under this figure. The last confirmed trading was at \$8.50.

PIGSKINS—There is a fairly good demand for No. 1 pigskin strips at around 7 1/2c. The last trading was reported equal to 7 1/2c, Chicago. Gelatine stocks are inactive, with little activity during Summer months and are quoted nominally at 4@4 1/4c.

New York.

PACKER HIDES—Trading last week, previously reported, about cleaned up the market on June stocks; 19 1/2c was obtained for June native steers, 18c for butts and 17 1/2c for Colorados. Early this week, one packer was offering a car of June spread native steers, 6 ft. 8 in. and over, at 22c, having previously declined 21 1/2c. A bid of 15c was declined for 700 native bulls, dating the first half June. Another packer offered bulls dating May-June at 15c.

The market firmer, in a nominal way, following the advance this week in the West, but little activity is expected until July offerings are available.

COUNTRY HIDES—Country hides are quiet but firmly held. Offerings are limited and demand somewhat more active. Higher prices are talked. There have been a few scattered sales in a quiet way but lack of offerings indicates a real scarcity. Buffs generally are around 18 1/2c asked. Good extremes, 25/45 lb., 20 1/2@21c asked, some talking higher; 25/50 lb. 19 1/2@20c asked.

CALFSKINS—The calfskin market is firm, with fairly large sales of 5-7's at \$1.90, 7-9's at \$2.25 and one car of 9-12's at \$3.30. There is now being asked \$2.30@2.35 for 7-9's, \$3.50 for 9-12's and \$3.75 for 12-17 lb. veals.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending June 25, 1927, 3,566,000 lbs.; previous week, 3,855,000 lbs.; same week, 1926, 3,082,000 lbs.; from Jan. 1 to June 25, 116,304,000 lbs.; same period, 1926, 82,785,000 lbs.

Shipments of hides from Chicago for the week ending June 25, 1927, 4,758,000 lbs.; previous week, 4,209,000 lbs.; same week, 1926, 4,884,000 lbs.; from Jan. 1 to June 25, 130,019,000 lbs.; same period, 1926, 129,112,000 lbs.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending July 2, 1927, with comparisons, are reported as follows:

PACKER HIDES.

	Week ending July 2, '27.	Week ending June 25, '27.	Cor. week 1926.
Spread native steers	22 @ 22 1/2n	21 @ 22n	15 1/2 @ 16
Heavy native steers	@ 20	@ 19 1/2	@ 13
Heavy Texas steers	@ 18 1/2	@ 18	@ 12
Heavy butt branded steers	@ 18 1/2	@ 18	@ 12
Heavy Colorado steers	@ 18	@ 17 1/2	@ 11 1/2
Ex-light Texas steers	@ 18 1/2	@ 17 1/2	@ 11 1/2
Branded cows	@ 18 1/2	@ 17 1/2	@ 11 1/2
Heavy native cows	@ 19 1/2ax	@ 19	12 @ 12 1/2
Light native cows	@ 21	@ 20	@ 12 1/2
Native bulls	@ 16	15 @ 15 1/2n	9 @ 10n
Branded bulls	@ 15n	13 1/2 @ 14	@ 8
Calfskins	24N @ 23S	23 @ 25ax	@ 18 1/2
Kips	22 1/2N @ 22S	22 1/2N @ 22S	@ 17
Kips, overwt	@ 23N	23N @ 22 1/2S	15 @ 16
Kips, branded	@ 20	@ 20	13 1/2 @ 14 1/2
Slunks, regular	1.30 @ 1.50ax	1.25 @ 1.50n	@ 75
Slunks, hairless	@ 60n	@ 57 1/2n	@ 65
Light, Native, Butts and Colorado steers 1c per lb. less than heavies.			

CITY AND SMALL PACKERS.

	Week ending July 2, '27.	Week ending June 25, '27.	Cor. week 1926.
Natives, all weights	20 1/2 @ 21n	@ 20	@ 12
Branded cows	@ 18 1/2n	@ 18	@ 11
Bulls, native	@ 14 1/2 @ 15n	@ 14 1/2	@ 9n
Branded bulls	@ 13 1/2n	@ 13	.....
Calfskins	21 @ 21 1/2ax	21 @ 21 1/2ax	@ 16 1/2
Kips	21 @ 21 1/2ax	@ 21	@ 15n
Slunks, regular	1.15 @ 1.25	1.15 @ 1.25n	50 @ 75
Slunks, hairless, No. 1	50 @ 65	@ 50n	25 @ 30n

COUNTRY HIDES.

	Week ending July 2, '27.	Week ending June 25, '27.	Cor. week 1926.
Heavy steers	@ 16 1/2ax	16 @ 16 1/2ax	9 @ 9 1/2
Heavy cows	@ 16 1/2ax	15 @ 15 1/2ax	9 @ 9 1/2
Buff	@ 18	@ 17	9 1/2 @ 10
Extremes	19 1/2 @ 21	19 @ 20 1/2	12 @ 13
Bulls	13 @ 13 1/2ax	12 1/2 @ 13ax	7 @ 7 1/2
Calfskins	18 @ 18 1/2n	18 @ 18 1/2n	12 1/2 @ 13
Kips	18 @ 18 1/2n	18 @ 18 1/2n	11 1/2 @ 12
Light calf	1.10 @ 1.15	1.10 @ 1.20	65 @ 70
Deacons	1.10 @ 1.15	1.10 @ 1.20	55 @ 60
Slunks, regular	60 @ 75	60 @ 75	55 @ 60
Slunks, hairless	15 @ 25	15 @ 20	15 @ 20
Horsehides	5.50 @ 6.75	5.50 @ 6.50	3.50 @ 4.50
Hogskins	60 @ 65	60 @ 65	20 @ 25

SHEEPSKINS.

	Week ending July 2, '27.	Week ending June 25, '27.	Cor. week 1926.
Packer lambs .....	.....	.....	.....
Pkrs. shearlings	@ 1.25n	@ 1.25n	1.30 @ 1.35
Dry pelts	23 @ 25	@ 24	20 @ 23

SHEEP SKIN STOCKS.

Stocks of sheep, lamb and Cabretta skins, both raw stocks and leather, subject to correction, for May, 1927, with comparisons are given by the U. S. Department of Commerce as follows:

RAW STOCKS, END OF MONTH.

	May, 1927.	April, 1927.
	Skins.	Skins.
Sheep and lamb	5,879,799	5,224,452
Cabretta	752,131	794,582

FINISHED LEATHER AT TANNERS.

Sheep and Lamb	3,364,655	3,393,744
Cabretta	752,131	794,582

IN PROCESS, END OF MONTH.

Sheep and Lamb	5,492,140	5,267,599
Cabretta	556,729	596,228

PRODUCTION DURING MONTH.

Sheep and Lamb	2,468,186	2,510,277
Cabretta	259,977	259,077

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ICE AND REFRIGERATION

ICE NOTES.

The plant of the Crystal Ice & Fuel Co., Prescott, Ariz., is being enlarged to increase the cold storage facilities.

Ernest Englehard, Sr., and E. Englehard, Jr., have purchased the Bosler Ice Bonds and storage houses at Montrose, Colo. They will operate under the firm name of Englehard & Son.

Lester Wells will build a cold storage plant at Tallahassee, Fla. The building will be located at the G. F. & A. railroad crossing and will cost \$15,000.

The \$250,000 cold storage plant at Leesburg, Fla., is nearing completion.

A cold storage department, 45 by 65 feet, has been added to the plant of the Central Ice Co., Palatine, Ill.

About \$18,000 is being spent to enlarge the plant of the Carey Cold Storage Co., Hutchinson, Kan.

A branch station has been opened in Jamestown, Kan., by the Concordia Ice & Cold Storage Co., Concordia, Kan.

John Dostal, of the Dostal Products Co., has purchased the plant and equipment of the Bucyrus Ice and Cold Storage Co. and will operate the business after some repairs have been made to the building and the machinery.

An ice and cold storage plant will be erected in Catarina, Tex., by Wichita, Kan., parties. The business will be operated under the firm name of Catarina Ice & Cold Storage Co. The plant will cost \$80,000.

The Chamber of Commerce of Mission, Tex., is endeavoring to have a cold storage plant built in the city.

NEW CORK INSULATION.

A new cork covering for cold lines has recently been developed by the United Cork Companies, Lynhurst, N. J. It has been given the name "Crescent Cork Covering." It is suitable for insulating brine, ammonia, ice water and special cold lines of all kinds.

The insulation is manufactured from pure, clean granulated cork, compressed and moulded into sectional form to fit the various sizes of pipes and fittings in ordinary use. It is furnished with a coating of mineralized rubber which makes it water proof. The covering comes in three thicknesses for various uses.

A new folder containing helpful data, prices and general information about the new product has been published recently. Copies of it may be had from the company on request.

COLD STORAGE FLOORS.

Floors built up with from 2½ to 3 inches of concrete over cork and finished off with from 1¼ to 1½ inches of asphalt, applied in two coats, has given very good service in cold storage rooms in England.

This type of floor is rather expensive but has the advantage that, if the asphalt wears in places, it can be repaired easily while the room is under refrigeration.

ROME CONGRESS POSTPONED.

The Fifth International Congress of Refrigeration, scheduled to be held in Rome, Italy, Sept. 19, 1927, has been postponed until April 4, 1928.

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending June 25, 1927.

CATTLE.

	Week ending June 25.	Prev. week.	Cor. week, 1926.
Chicago	25,873	26,058	39,479
Kansas City	21,830	21,934	25,064
Omaha	20,745	21,373	20,868
East St. Louis	10,604	11,519	13,421
St. Joseph	8,947	8,960	7,712
Sioux City	7,907	8,340	9,125
Cudahy	951	1,129	941
Fort Worth	7,802	8,079	9,614
Philadelphia	1,768	1,740	2,151
Indianapolis	4,785	4,513	1,770
Boston	1,304	1,090	1,725
New York and Jersey City	9,438	9,438	8,893
Oklahoma City	5,189	4,509	5,932
Total	127,143	128,682	147,725

HOGS.

Chicago	127,600	123,500	98,875
Kansas City	21,343	20,281	29,197
Omaha	53,306	32,747	40,647
East St. Louis	41,027	44,796	30,636
St. Joseph	24,876	21,280	25,088
Sioux City	30,760	26,714	34,243
Cudahy	19,059	20,981	7,931
Fort Worth	4,308	3,323	2,654
Philadelphia	15,384	15,102	14,212
Indianapolis	36,804	35,175	23,166
Boston	17,517	15,458	19,293
New York and Jersey City	44,959	42,063	33,004
Oklahoma City	4,517	4,838	3,290
Total	441,490	406,288	356,236

SHEEP.

Chicago	41,844	56,056	41,332
Kansas City	21,873	22,238	20,477
Omaha	29,737	30,507	33,938
East St. Louis	17,212	25,595	14,387
St. Joseph	16,183	16,842	15,559
Sioux City	1,473	1,701	451
Cudahy	291	312	139
Fort Worth	5,291	7,704	9,649
Philadelphia	5,384	5,653	5,836
Indianapolis	2,467	2,987	598
Boston	4,309	5,294	5,481
New York and Jersey City	49,418	48,933	44,457
Oklahoma City	392	201	161
Total	195,874	224,363	190,485

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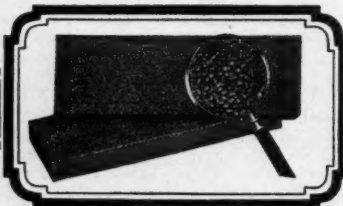
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Monadnock Block "Specialists to Packers" Chicago, Ill.

CONSULT US BEFORE YOU INSULATE



Insulation, properly installed, backed by scientific knowledge and expert workmanship will result in a big saving for you. We are manufacturers. We carefully select our raw material.

Reliable Corkboard is recommended especially for packing houses, sausage plants, cold storage plants, etc. Write for full particulars.

DISTRIBUTORS

New York—1457 Broadway
Philadelphia—2415 Chestnut St.
Minneapolis—329 Meyers Arcade

Boston—224 State St.
Los Angeles—Eccles & Davis Mach. Co.,
320 So. San Pedro St.

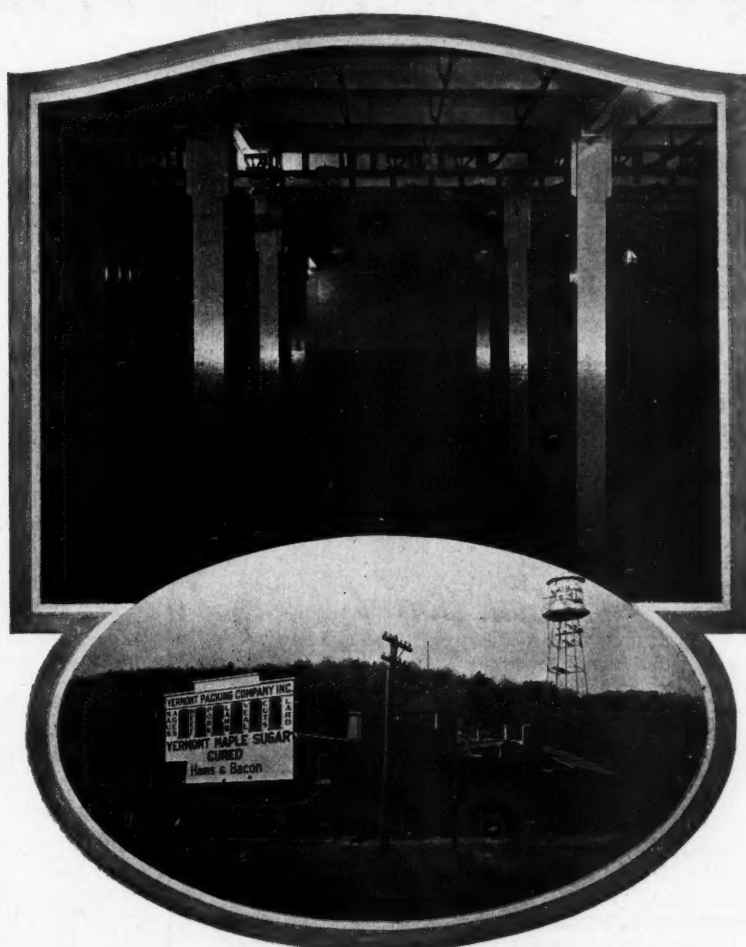
MANUFACTURERS

CONTRACTORS

LUSE-STEVENSON CO.

307 North Michigan Ave.

Chicago, Ill.



Vermont Packing Co., Bellows Falls, Vt.
Interior of Beef Cooler—(Above)

S EARCH the whole refrigerating industry....
Look wherever Cold Storage Rooms are in use.....
And you will find none operating more efficiently
than those insulated with—

Crescent 100% Pure Corkboard
(Made in U. S. A.)
installed complete by
United's Service

T HE Beef Cooler illustrated above is equipped with the modern spray deck system of refrigeration. The deck, proportions of room, flue spaces, and the method of insulation all contribute to its economical operation.

Many other Coolers of this same type, installed by UNITED, have aroused equal admiration

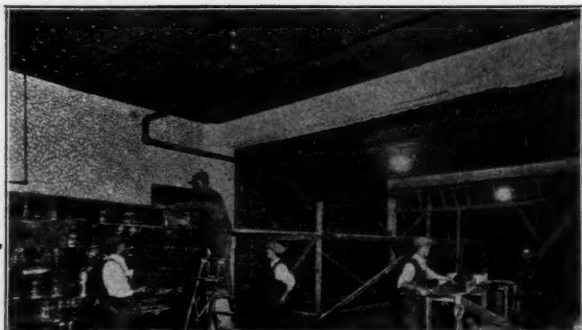
throughout the Packing House industry, on account of their effectiveness in holding uniform temperatures over long periods.

We will gladly have a trained representative tell you how you can obtain similar Cold Storage Rooms at a cost that will be pleasing to you.

Write to us today.



UNITED CORK COMPANIES
LYNDHURST, N.J.



Fur storage vault of Wolf & Dessauer Company progressive leading dry goods concern of Fort Wayne, Ind., being insulated by Mundet men with MUNDET JOINTITE CORK BOARD. Read Mr. Latz's letter below.

Mundet Service Throughout

No matter what the nature of your business may be—Meat Storage, Fur Storage, Ice Cream, Milk, Butter, Ice Making, etc.—you NEED refrigeration, and you therefore NEED cork insulation.

You know that PURE BAKED CORK is superior insulating material, but do you know that UNLESS CORK IS PROPERLY INSTALLED ITS INSULATING VALUE WILL DECREASE?

Mundet Jointite Cork Board

Cork MUST be installed properly if maximum insulating value is wanted continuously thereafter. To insure correct installation therefore, put it in the hands of Mundet's contract department.

We cover the entire United States. Mundet has trained engineers everywhere who gladly help with insulation problems without the least obligation.

Wolf & Dessauer

Read

EXECUTIVE OFFICE

FORT WAYNE, INDIANA

This



Letter

Manufacturing and selling Mundet Jointite Corkboard is only a PART of the insulation service performed by the House of Mundet. Our contract department installs it, complete. They do their work "in the best possible manner," as expressed by Mr. Latz.

L. Mundet & Son, Inc.,
Hillside, N. J.

March 9, 1927.

Gentlemen:

We are enclosing herewith our photo showing the erection of the fur storage vault. We thought this would be of interest to you.

Allow us to tell you how very pleased we are with the construction of same. The job is being done in the best possible manner, and we felt that you were entitled to this expression from us because of the splendid work which is being done on it.

Very truly yours,

WOLF & DESSAUER CO.

GIL:HS

L. MUNDET & SON, INC.

HILLSIDE

Estab. 1865

NEW JERSEY

New York Office: 461 Eighth Ave., N. Y. City

Also Manufacturers of Jointite Pure Cork Pipe Covering for all Cold Lines.

STEVENSON'S 1922

"Man Size" Door Closer

stops the loss—the outflow of dry cold air, the ruinous inflow of warm moist air—at unclosed doorways.

Size No. 1 (29½ in.) \$9.50 No. 2 (23½ in.) \$8.50
Prices F. O. B. Chester

State size of doors. Whether right or left hand. Whether door and frame are flush.

There's only one way to greater economy—shall we tell you about it?

Stevenson Cold Storage Door Co.

1511 West Fourth St.

Chester, Penna.

Cold Storage Insulation

All Kinds of Refrigerator Construction

Glenwood Avenue
West 22nd St.

JOHN R. LIVEZEY

PHILADELPHIA, PA.

(Continued from page 45.)

10.50, with most grassy kinds \$7.50@8.25. Bulls were dull and 15@25c lower, sales ranging \$6.50 down. Calves were 50c lower; choice veals, \$11.00.

HOGS—Hog receipts for two days were around 10,200. There was some unevenness to the trade, but values are about 10c higher than last week's close. To-day's top was \$8.85 on light and medium weights, and the bulk of sales at \$8.50@8.80. Packing sows were mostly \$7.50@7.75.

SHEEP—Sheep receipts were fairly liberal, numbering around 9,000 for the week to date. Lambs are 75c@1.00 lower for the week and sheep 25c off. Best Idaho lambs sold to-day at \$13.50, natives, \$12.00@12.75; best western ewes, \$5.50, natives, \$5.00 down. Feeding lambs are steady at \$12.50.

SIoux CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., June 29, 1927.

CATTLE—Cattle receipts for the week totaled 9,000 head, practically every thing falling into the killer divisions. Choice steers and yearlings ruled steady for the week, while weakness was shown in short-feds and undesirable classes.

Choice to prime steers, \$12.25@13.00; choice to prime light yearlings, \$11.50@12.25; stronger weights, up to \$12.50; good to choice steers and yearlings, \$10.50@11.50; fair to good, \$9.50@10.50; common kinds, down to \$9.00 and under.

Light yearling heifers are unchanged: Choice to prime, \$10.50@11.50; good to choice, \$10.00@10.50; fair to good, \$9.00@10.00.

Butcher cows suffered a sharp decline. grass cows and warmedup slumped as much as \$1.00 lower for the past ten days. Prime cows are selling up to \$9.00. Very good cows are bringing \$7.00; grass butcher cows, \$4.75@6.00; canners and cutters, \$3.50@4.50.

HOGS—Little change has been shown in the hog market. Averages are running about the same as a week ago.

Top hogs, \$8.85; bulk of light butchers, \$8.75@8.80; medium butchers, \$8.65@8.80; heavy butchers, \$8.00 to \$8.50; bulk of regulation sows, \$7.25 to \$7.50.

SHEEP—Very few are arriving at this season of the year.

KINDS OF LIVESTOCK KILLED.

Classification of livestock slaughtered in the United States during April, 1927, with comparisons for 1926, based on reports from about 600 packers and slaughterers whose slaughtering equaled nearly 75 per cent of the total slaughter under Federal inspection, is reported by the U. S. Department of Agriculture as follows, with comparisons:

	Cattle			Swine			Sheep and lambs		
	Steers	Cows and heifers	Bulls and stags	Barrows	Sows	Stags and boars	Lambs and yearlings	Sheep	
1926.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	
January	41.92	54.83	3.25	54.32	45.29	0.39	88.36	11.05	
February	45.91	51.00	3.09	54.24	45.27	.49	93.47	6.53	
March	47.77	49.17	3.06	52.32	47.14	.54	95.23	4.77	
April	53.18	48.91	2.91	51.08	48.13	.79	92.00	8.00	
May	53.52	42.38	4.10	48.90	50.24	.35	91.07	18.93	
June	51.39	45.90	4.71	48.52	55.67	.81	87.96	12.04	
July	51.78	44.76	3.46	35.87	63.31	.82	91.69	8.31	
August	51.39	45.19	3.42	35.37	63.88	.75	92.31	7.99	
September	47.31	49.13	3.59	38.84	60.26	.90	88.89	11.11	
October	38.79	57.99	3.22	44.73	54.62	.65	90.64	9.36	
November	38.04	59.00	2.96	50.31	49.20	.45	90.51	9.49	
December	44.53	52.42	3.06	54.31	45.21	.48	91.54	8.46	
Average	46.88	49.73	3.39	47.78	51.58	.64	90.38	9.62	
1927									
January	45.04	51.51	3.45	56.31	42.29	.40	94.32	5.98	
February	49.55	47.49	2.96	55.38	44.18	.44	93.81	6.19	
March	50.15	46.01	3.84	55.47	44.00	.44	88.25	11.75	
April	50.39	46.07	3.54	52.96	46.39	.65	89.02	10.98	

A Glass of Ice Water is Not Insulated

THE moisture quickly forms on a glass of ice water. This is what happens on poorly insulated cold lines. Unless your cold lines are well insulated with close-fitting cork covering moisture will soon form, freeze, and split the covering.

Novoid Cork Covering is molded to fit all cold lines exactly so that no air space exists between the covering and the pipe. Use it with Novoid Cork Fitting Jackets or with Novoid Rubber-cork, the plastic insulation that speeds up all pipe covering jobs. Write for samples of Novoid Cork Covering and Novoid Corkboard Insulation.



(Above) A workman installing Novoid Cork Covering on the refrigerated drinking water lines in the Stevens Hotel, Chicago, the largest hotel in the world. Five miles of Novoid Cork Covering were used on this job.

(Left) A cross section of Novoid Cork Covering, Ice Water thickness. Notice the texture and the mineral rubber outside finish. Furnished also in Brine and Heavy Brine thicknesses.

Write for these bulletins

Bulletin 270—Novoid Rubbercork Insulation
Bulletin 271—Novoid Corkboard Insulation
Bulletin 272—Novoid Cork Covering

Novoid Cork Covering

CORK IMPORT CORPORATION



345 W. 40TH ST. NEW YORK

"Permanent Protection for All Refrigeration"

BOSTON

PHILADELPHIA

ATLANTA

BUFFALO

CHICAGO

ST. LOUIS

DEMAND FOR GRADED BEEF.

Packers have responded to the many requests for beef that bears the government grade stamp, with the result that each week since the inauguration of the grading service on May 1 there has been a gradual increase in the number of stamped carcasses passing through the various market channels of the meat industry.

During the first week this service was available in Chicago requests were received for only 150 carcasses. Very little change occurred during the second week. The demand steadily increased in the succeeding weeks, however, until the sixth week of this experiment witnessed the grading and stamping of carcasses numbering well over 500. Approximately 1,700 carcasses have been so labeled in the Chicago plants, which are eight in number.

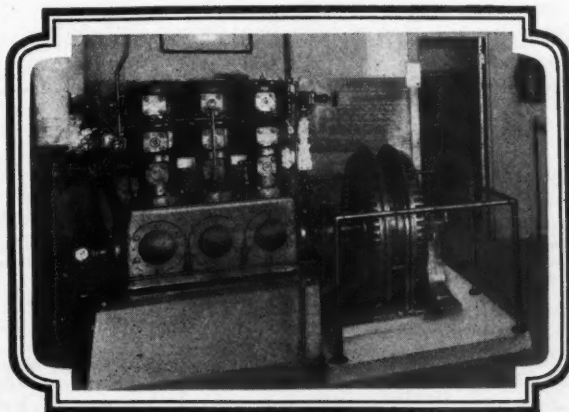
New York was a shade below this figure, with Kansas City following as a close third, having distributed 1,000 branded carcasses. Omaha supplied about half as many as Kansas City. The western markets—St. Joseph, Sioux City, and Topeka—have made a start and are on the upward trend.

In the East Boston has supplied her local trade with some 200 stamped hinds and ribs. Washington packers have only received a limited number of cattle that would produce prime and choice carcasses eligible for the grade stamp.

In the eight cities where packers have availed themselves of this service, approximately 4,700 carcasses have met with the approval of the government grade supervisor and have been so labeled as to grade. Thus, during the past six weeks the beef-consuming public has had the opportunity of purchasing from 2,000,000 to 2,500,000 lbs. of quality beef bearing the official grade stamp.



Send for
Complete
Catalogue



Here's HOWE! to Lower Refrigeration Costs

MULTIPLE Effect Compressors. Internal Force Feed Lubrication.
Constant high volumetric efficiency. Sturdy rigid construction.
These are a few reasons why the packing industry finds increased efficiency in HOWE Refrigerating Machines. Made in all capacities suitable for large packers and retail butchers.

HOWE ICE MACHINE CO.

2825 Montrose Ave.

CHICAGO

HOWE Dependable Refrigeration

Chicago Section

J. Steidl, of Steidl Bros., pork packers, Paris, Ill., spent a few days in the city this week visiting friends and transacting business.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 30,984 cattle, 9,969 calves, 84,270 hogs and 31,203 sheep.

George L. Franklin, president and general manager of the Dunlevy-Franklin Co., packers, Pittsburgh, Pa., was a Chicago visitor during the week.

The National Specialty Co., Chicago, dealer in sewed casings, has moved its office from 61 East 32nd street, to 3218 South Michigan avenue.

G. L. Talley, vice-president of the Jacob Dold Packing Co., Buffalo, N. Y., was a Chicago visitor again this week, stopping off in the city for a brief stay on his way home. Mr. Talley has been making a tour of the Central West visiting packing plants.

Prices realized on Swift & Company sale of carcass beef in Chicago for the week ending June 25, 1927, on shipments sold out were as follows: Cows, common to good, 11@15; steers, common to medium, 14@16c; steers, good to choice, 16.5@20c, and averaged 15.59c.

Provisions shipments from Chicago for the week ending June 25, 1927, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	Cor. week, 1926.
Cured meats, lbs.....	18,548,000	17,326,000	16,850,000
Fresh meats, lbs.....	40,841,000	37,507,000	38,630,000
Lard, lbs.....	7,872,000	10,307,000	6,075,000

DEATH OF MRS. JAMES AGAR.

Mrs. M. Adele Agar, wife of James S. Agar, president of the Agar Packing & Provision Co., Chicago, Ill., died June 25, at her home, 5025 Woodlawn avenue, Chicago, after an illness of two years.

She was 60 years old and had been a resident of Chicago for more than half a century.

Besides her husband, three daughters, Mrs. Eleanor Russell, Mrs. Louise Cooper, and Miss Kathryn Agar; and one son, John C. Agar, survive. Funeral services were held Monday, June 27.

COOPERATE AND PROFIT.

There is under way a nation-wide campaign to stimulate the consumption of hams and bacon.

Three hundred thousand dollars will be spent during July and August to tell millions of people that hams and bacon are high in food value.

Display advertising featuring hams and bacon will be published in newspapers in 140 cities of the country.

Thousands of pieces of advertising literature will be distributed.

Millions of consumers will be told that hams and bacon offer exceptional values now. These people are going to demand these meats and their patronage will swell the profits of the alert dealer.

This advertising campaign is for the retail meat dealer principally. It is from him the public must buy.

The retailer will profit without any expense to himself. The degree to which he will benefit, however, will depend directly on the extent to which he cooperates in

the campaign to get his share of the increased demand that will be stimulated.

How can the retailer turn this great merchandising effort to his advantage?

By having on hand an adequate supply of hams and bacon to meet the increased demand.

By using to the fullest extent the advertising matter and the selling aids that will be given to him.

By featuring and displaying hams and bacon and pricing them as low as is consistent with a fair margin of profit.

By tying up in every possible way his individual selling and merchandising efforts with the advertising campaign.

By putting on special sales during the time the campaign is in progress.

Its meat's turn now.

This is your opportunity, Mr. Retailer. Take advantage of it.

RETAILERS MEET IN AUGUST.

The 42nd annual convention of the National Association of Retail Meat Dealers will be held in the Hotel Raleigh, Washington, D. C., Aug. 8, 9, 10 and 11, 1927.

The convention promises to be one of the most important in the history of the organization and numerous matters of great interest to the trade will be discussed.

Some of the subjects on the program are: The official grading of meat by the U. S. Department of Agriculture, cooperating with better business bureaus to eliminate unfair practices, stimulation of meat consumption, economy in business, cooperation between retailers and packers, how to meet changing conditions and the vocational course for meat dealers.

All retailers, whether or not they are members of the association, are invited to attend.

The first session will be called to order at 2 o'clock Monday afternoon, Aug. 8.

H. C. GARDNER F. A. LINDBERG
GARDNER & LINDBERG
ENGINEERS
Mechanical, Electrical, Architectural
SPECIALTIES, Packing Plants, Cold Storage,
Manufacturing Plants, Power Instal-
lations, Investigations
1134 Marquette Bldg. CHICAGO

George F. Pine Walter L. Munnecke
Pine & Munnecke Co.
Packing House and Cold Storage
Construction; Cork Insulation and
Overhead Track Work
510 Murphy Bldg. Detroit, Mich. 155 Congress Street

C. W. RILEY, Jr.
BROKER
2109 Union Central Bldg., Cincinnati, O.
Provisions, Oils, Greases and Tallow
Offerings Solicited

H. P. Henschien R. J. McLaren
HENSCHEN & McLAREN
Architects
1637 Prairie Ave. Chicago, Ill.
PACKING PLANTS AND COLD STORAGE
CONSTRUCTION

Packing House Products
Oldest Brokers in Our Line
Tallow Grease Provisions Oils
The Davidson Commission Co.
Tankage Bones Cracklings Hog Hair
Carcass Beef—P. S. Lard—Green Pork
Boneless Beef—Ref. Lard—Cured Pork
Quick Reliable Service Guaranteed
Eight Phones All Working Postal Telegraph Building CHICAGO, ILL.

L. V. Estes Incorporated
Industrial Engineers
Specializing in
Waste Elimination
and
Labor Cost Reduction
Without Red Tape
4753 Broadway Chicago

M. P. BURT & COMPANY
Engineers & Architects
Packinghouse and Cold Storage Designing—
Consultation on Power and Operating Costs, Curing,
etc. You profit by our 28 years' experience.
Lower construction cost. Higher efficiency.
206-7 Falls Bldg., MEMPHIS, TENN.

GRICE ASSOCIATES
INCORPORATED
Consultants to Management
METROPOLITAN BANK BLDG.
MINNEAPOLIS. MINNESOTA

Chas. F. Kamrath H. C. Christensen
KAMRATH & CHRISTENSEN
Architectural Engineering
Specializing in
Packing Plants, Cold Storage, Car Icing
111 W. Jackson Blvd. Chicago, Ill.

PACKERS ARCHITECTURAL & ENGINEERING CO.
WILLIAM H. KNEHANS, Chief Engineer
ABATTOIR PACKING AND COLD STORAGE PLANTS
Manhattan Building, Chicago, Ill. Cable Address, Pacarco

A meeting of the Committee on Sausage of the Institute of American Meat Packers and representatives of the casing industry was held at the Institute on June 24, to receive the report of the chairman of the committee on Sausage, W. H. Gauselin, on a visit of inquiry to the Bureau of Animal Industry in Washington on June 17 by a special committee representing the Institute and the casings industry.

The visit was for the purpose of securing information on B. A. I. Order 305, the new regulation prohibiting the import of casings from foreign countries on and after December 1, 1927, unless accompanied by a certificate bearing the signature of the national government official having jurisdiction over the health of animals in the country in which the casings originated.

This certificate must guarantee that the casings are from animals which received ante- and post-mortem inspection and were not subject to contagion prior to shipment.

Mr. Gausselein reported that the committee was cordially received by Dr. John R. Mohler and his staff. Dr. Mohler stated that the issuance of the order was prompted by the entrance of undesirable casings and the Department of Agriculture wished to correct that practice.

After some discussion, it was suggested that the industries concerned obtain a list of foreign officers in charge of the health of animals, corresponding to the Secretary of Agriculture in the United States, who would be authorized to sign the certificates. (Counter-signing could be done by local officials.) The list would then be submitted to the Bureau of Animal Industry for checking, probably through the foreign embassies in Washington, and if satisfactory, undoubtedly would be accepted without reserve by the department.

The visiting committee agreed that this course should be taken.

At Friday's meeting it was stated that reports listing the proper officials had been received by casing houses from 50 per cent of the foreign countries. Many others were expected within the next few days, and in view of this statement the meeting decided to await the reports.

The consensus was that it would be unwise for individual members, either of the committee which visited Washington or of the industries, to approach Washington singly, as Dr. Mohler had intimated that he would regard the committee which visited him as a semi-official body of the industry to deal with the matter in general.

The members of the special committee which visited Washington were:

W. H. Gausselein, Mutual Sausage Company, R. H. Gifford, Swift & Company, and Harry D. Oppenheimer, Oppenheimer Casing Company, all of Chicago, Illinois; Edward Firor, Adolf Gobel, Inc., George Schmidt, Otto Stahl, Inc., and A. W. Kempner, S. Oppenheimer Company, all of New York.

A resolution was passed authorizing the chairman to invite all caging houses not represented at that and previous meetings to furnish any reports on foreign officers, etc., that they might receive in order that the list be made as complete as possible before submission to the Bureau of Animal Industry.

The industry is over-produced in both its branches and since the situation is rapidly becoming worse it is necessary that it take advertising action very quickly.

More than 200 leaders of Chicago's egg and poultry industry met recently to consider, in a preliminary way, the possibilities of co-operative national advertising

as a means of increasing the consumption of the products of both industries.

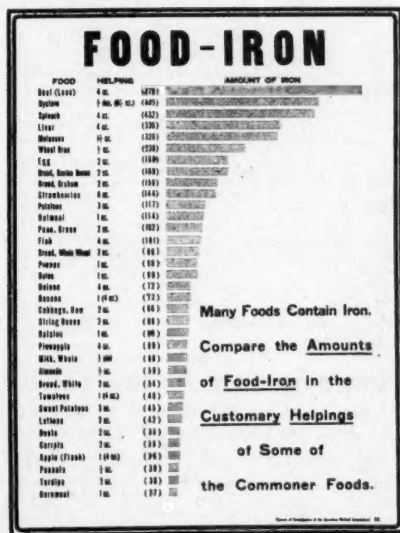
The situation which the industry is facing was sketched by the chairman of the meeting, L. B. Kilbourne, chairman of the board of governors of the United States Egg Society, in which such groups as breeders, hatchery men, packers, live shippers, farmers, co-operators, cold storage men, equipment men, package men, farm publications and farm organizations are represented.

Great changes in production have taken place in this industry in the last few years, he said, and its leaders are only now beginning to realize fully the extent to which scientific producing has outpaced merchandising. At the present moment a vast surplus of eggs has piled up, with many times as many cases in storage as ever before at this season of the year.

The consumption of poultry on the American table today is twelve pounds per capita, as compared to sixty-eight pounds of pork and seventy pounds of beef. Fewer eggs per capita are being eaten now than were eaten twenty-five years ago.

Among the authorities on advertising who were called in to address this meeting was E. T. Meredith. He was firm in his conviction that advertising offers a most effective means of increasing the consumption of eggs and poultry. But before offering any direct suggestions along advertising lines, he urged those engaged in the business to bear in mind that the problems they are now facing are the same problems with which all agricultural interests are contending.

Although this meeting was sponsored by the local chapter of the United States Egg Society, it had as its result the appointing of a ways and means committee consisting of representatives from every important group in the egg and poultry industry in the country. This national committee will have as its function the working out of a means of uniting the whole industry for concerted action, selecting the best methods for raising funds to carry out such a program and deciding on a plan of action for the advertising program itself.



This is a reproduction of a chart prepared by the American Medical Association showing the amounts of food-iron in the customary sized helpings of some of the more common foods.

Beef heads the list, and is far ahead of the second item, which is oysters. Liver stands fourth, and follows very closely behind spinach, which is one of the outstanding vegetables containing iron.

Eggs, bread, raisins, milk and many vegetables commonly thought of as being rich in food-iron, are well down the list as compared with the only two meat products shown.

Packinghouse men who are planning to enter ideas in the \$1,000 Prize Idea Contest for 1927 being conducted by the Institute of American Meat Packers have just two weeks left in which to mail their entries. The contest closes July 15, and all entries must be received at the Institute by that date.

The contest is open to all employees of member companies of the Institute. The ideas entered may be anything having to do with the operating departments of packinghouses, such as an improvement on a manufacturing process, a labor-saving device, a suggestion for better handling of a product to increase its value or sale, or a suggestion for the improvement of the quality or desirability of a product.

The prize fund will be distributed for the most meritorious entries, the exact amount awarded for any idea depending upon the discretion of the judging committee, of which H. P. Henschien is Chairman. In addition to the \$1,000, a special prize of \$100 is offered by THE NATIONAL PROVISIONER for the idea presented in the best and most effective manner.

All entries should be addressed to the Department of Packinghouse Practice and Research, Institute of American Meat Packers, 509 South Wabash Avenue, Chicago.

Beef cattle this spring have sold the highest for the season since 1920 when prices were on a high level because of war inflation, according to a review of the spring cattle market issued by the Bureau of Agricultural Economics, U. S. Department of Agriculture. All classes and grades of cattle have participated in the advance, the general price increase over last year and the five-year average ranging from 12 to 27 per cent.

The present comparatively high price level for the better grades of fed steers is unusual for this season of the year, says the bureau, and is attributed partly to the fact that receipts of all cattle at the principal Corn-Belt and eastern markets were 4 per cent smaller during the first four months of this year than during the same period last year. There was a considerably larger decrease at some of the markets, particularly those receiving a high proportion of fed cattle. The premium for weight also has been a factor in raising the average price for the better grades of fed steers.

During each of the past five years production for the first four months exceeded that for the same period a year previous, but this year proved to be an exception. Beef produced from cattle slaughtered under Federal inspection during the first four months of this year was 3 per cent less than was produced in the same period of 1926. Most of the decrease occurred in March and April.

The live cost of these cattle to slaughterers for the four months averaged \$8.08 against \$7.49 in 1926, an advance of 8 per cent over last year, or 14 per cent over the five-year average. The long-time trend in cattle slaughter has been upward, especially the number of head slaughtered under Federal inspection and the quantity of beef which moves into commercial channels.

The generally higher average prices for slaughter cattle during the past few years have been accompanied by increased total and per capita consumption of beef, indicating an increasing consumptive demand for this product. With total beef consumption increasing with population, with consumers adjusted to the heavy beef consumption of the last few years, and with the present trend of potential supplies downward, the outlook for the industry appears very favorable.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, JUNE 25, 1927.

	Open.	High.	Low.	Close.
LARD—				
July	12.45	12.45	12.42½	12.42½
Sept.	12.65	12.67½	12.65	12.65
Oct.	12.75	12.77½	12.72½	12.75
CLEAR BELLIES—				
July	13.25	13.25	13.25	13.25
Sept.	13.62½	13.62½	13.62½	13.62½
SHORT RIBS—				
July	Nominal			11.80
Sept.	11.95	11.95	11.95	11.95

MONDAY, JUNE 27, 1927.

	Open.	High.	Low.	Close.
LARD—				
July	12.40-42½	12.80	12.40	12.80
Sept.	12.65	13.02½	12.62½	13.02½
Oct.	12.75	13.12½	12.72½	13.12½
CLEAR BELLIES—				
July	13.37½	13.40	13.37½	13.40b
Sept.	13.50	13.82½	13.50	13.82½b
Oct.				13.82½n
SHORT RIBS—				
July				11.90n
Sept.	12.20	12.25	12.20	12.20-25
Oct.				12.20n

TUESDAY, JUNE 28, 1927.

	Open.	High.	Low.	Close.
LARD—				
July	12.67½-70	12.75	12.65	12.70
Sept.	12.97½-13	13.00	12.87½	12.92½
Oct.	13.00	13.05	12.97½	13.05ax
CLEAR BELLIES—				
July	13.37½	13.42½	13.37½	13.42½b
Sept.	13.50	13.82½	13.50	13.82½b
Oct.				13.85b
SHORT RIBS—				
July	11.80-85	11.90	11.80	11.90b
Sept.	12.10	12.17½	12.10	12.17½b
Oct.	12.25	12.30	12.22½	12.27½ax

WEDNESDAY, JUNE 29, 1927.

	Open.	High.	Low.	Close.
LARD—				
July	12.70	12.70	12.62½-65	12.65ax
Sept.	12.92½	12.92½	12.85	12.85
Oct.	13.02½	13.02½	12.95	12.95ax
CLEAR BELLIES—				
July	13.50	13.60	13.50	13.60
Sept.	13.90	13.95	13.90	13.95
Oct.				13.95n
SHORT RIBS—				
July	11.80-85	11.85	11.80	11.80
Sept.				12.15ax
Oct.				12.15ax

THURSDAY, JUNE 30, 1927.

	Open.	High.	Low.	Close.
LARD—				
July	12.70	12.80	12.70	12.80b
Sept.	12.95	13.00	12.95	12.97½-13
Oct.	12.97½	13.07½	12.97½	13.07½
CLEAR BELLIES—				
July	14.00	14.05	14.00	14.00b
Sept.	14.25	14.40	14.25	14.35
Oct.				14.35ax
SHORT RIBS—				
July				12.00b
Sept.	12.25	12.40	12.25	12.40b
Oct.				12.40n

FRIDAY, JULY 1, 1927.

	Open.	High.	Low.	Close.
LARD—				
July	12.77½	12.77½	12.75	12.75ax
Sept.	12.97½	12.97½	12.90-92½	12.92½ax
Oct.	13.07½	13.07½	13.00	13.00b
Jan.	12.90	12.90	12.90	12.90b
CLEAR BELLIES—				
July				13.90ax
Sept.				14.22½ax
Oct.				14.22½ax
SHORT RIBS—				
July				11.97½ax
Sept.	12.30	12.30	12.25	12.25ax
Oct.	12.30	12.30	12.25	12.25ax

CASH PRICES.

Based on Actual Cash Trading, Thursday, June 30, 1927.

Regular Hams.

	Green	S. P.
8/10	17½	20
10/12	17	19½
12/14	16½	18½
14/16	16½	18½
16/18	16½	17½@18
18/20	16½	17½@18
20/22	16½	16½

S. P. Boiling Hams.

	H. Run.	Select.
10/18	18½	18½
18/20	18	18½
20/22	17½	18

S. P. Skinned Hams.

	(Boiling Age)
10/18	19½
18/20	19
20/22	18½

Skinned Hams.

	Green	S. P.
10/14	17½	19
14/16	17½	19
16/18	17½	18½
18/20	17	18½
20/22	15½	17½
22/24	15	17
24/26	14½	17
26/28	14	16
30/35	13	15

Picnics.

	Green	S. P.
4/6	13½	14
6/8	11½	11½
8/10	10½	11½
10/12	10½	11
12/14	10½	10½

Bellies*.

	Green	S. P.
8/8	22	23
8/10	20	21
10/12	19½	20
12/14	18½	19½
14/16	16	17
16/20	15½	16½

D. S. Bellies.

	Clear	Rib
10/18	14½	14
18/20	14	14
20/25	13½	13½
25/30	13½	13½
30/35	13½	13½
35/40	13½	13½
40/50	13½	13½

D. S. Fat Backs.

	10½	10½	10½	10½	10½	10½
8/10	10½	10½	10½	10½	10½	10½
10/12	10½	10½	10½	10½	10½	10½
12/14	10½	10½	10½	10½	10½	10½
14/16	10½	10½	10½	10½	10½	10½
16/18	10½	10½	10½	10½	10½	10½
18/20	10½	10½	10½	10½	10½	10½
20/25	10½	10½	10½	10½	10½	10½

D. S. Rough Ribs.

	12.50	12.00	11.75	11.50
40/50	12.50	12.00	11.75	11.50
50/60	12.00	12.00	11.75	11.50
60/70	12.00	12.00	11.75	11.50
70/80	12.00	12.00	11.75	11.50

Other D. S. Meats.

	35/45	35/45	6/8	4/6	8½
Extra Short Carcasses	35/45	35/45	6/8	4/6	8½
Extra Short Ribs	35/45	35/45	6/8	4/6	8½
Regular Plates	35/45	35/45	6/8	4/6	8½
Clear Plates	35/45	35/45	6/8	4/6	8½
Jowl Butts	35/45	35/45	6/8	4/6	8½

*Square cut and seedless.
†Fully cured.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending June 25, 1927, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Canada—Beef quarters	272	
Canada—Calf carcasses	2,969	
Canada—Calf livers	6,847 lbs.	
Canada—Fresh pork	4,500 lbs.	
Canada—Smoked pork	2,763 lbs.	
Canada—Ox tongues	3,543 lbs.	
Canada—Beef livers	3,774 lbs.	
Holland—Sausage	330 lbs.	
Holland—Smoked hams	2,168 lbs.	
Holland—Cooked hams	1,033 lbs.	
Holland—Bacon	183 lbs.	
Spain—Sausage	2,435 lbs.	
Italy—Sausage	16,119 lbs.	
Italy—Hams	235 lbs.	
Italy—Bacon	14 lbs.	
Germany—Sausage	180 lbs.	
Germany—Smoked hams	980 lbs.	
England—Hams and tongues	120 lbs.	
Brazil—Corned beef	36,000 lbs.	
Argentina—Oleo stocks	6,080 lbs.	
Uruguay—Oleo stocks	30,000 lbs.	

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, June 30, 1927, with comparisons, were as follows:

	Week ending June 30.	Prev. week.	Cor. week, 1926.
Armour & Co.	10,358	9,645	8,398
Anglo-American Prov. Co.	2,437	4,300	2,513
Swift & Co.	12,682	10,432	8,772
G. H. Hammond Co.	6,969	5,994	4,467
Morris & Co.	7,627	6,729	6,630
Wilson & Co.	11,840	9,834	6,509
Boyd-Lunham Co.	5,164	4,804	4,029
Western Pkg. & Prov. Co.	11,749	13,227	9,168
Roberts & Oake	6,502	7,011	4,501
Miller & Hart	6,313	6,082	2,716
Independent Pkg. Co.	4,159	3,959	3,370
Brennan Packing Co.	6,306	6,250	4,870
Agar Packing Co.	3,450	3,236	1,800
Total		88,123	68,744

CHICAGO RETAIL FRESH MEATS.

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end	25	22	12
Rib roast, light end	24	20	14
Chuck roast	24	20	14
Steaks, round	40	30	20
Steaks, sirloin, first cut	40	32	22
Steaks, porterhouse	50	37	25
Steaks, flank	28	25	18
Beef stew, chuck	20	18	12½
Corned briskets, boneless	24	22	18
Corned plates	16	12	10
Corned rumps, boneless	25	22	18

Lamb.

	Good.	Com.
Hindquarters	45	25
Legs	45	30
Stews	20	15
Chops, shoulder	25	20
Chops, rib and loin	55	25

Mutton.

Legs	28	..
Stew	10	..
Shoulders	16	..
Chops, rib and loin	55	..

Pork.

Loins, whole, 8@10 avg.	22	@24
Loins, whole, 10@12 avg.	21	@23
Loins, whole, 12@14 avg.	18	@20
Loins, whole, 14 and over	16	@18
Chops	26	@28
Shoulders	15	@18
Butts	20	@20
Spareribs	15	@15
Hocks	14	@14
Leaf lard, unrendered	15	@15

Veal.

Hindquarters	32	@36
Forequarters	18	@24
Legs	32	@36
Breasts	14	@18
Shoulders	12	@24
Cutlets	40	@40
Rib and loin chops	35	@35

Butchers' Offal.

Suet	6	@ 6
Shop fat	3	@ 3
Bones, per 100 lbs.	3	@50
Calf skins	17	@17
Klips	16	@16
Deacons	12	@12

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of Soda, 1 c. l. Chicago	0%	
Double refined saltpetre, grand, 1 c. l.	6	5%
Crystals	8	7%
Double refined nitrate of soda, f. o. b.		
N. Y. S. S., carloads	3%	3%
Less than carloads, granulated	4%	4
Crystals	5%	5
Kogs, 100@200 lbs., 1c. more.		
Boric acid, in carloads, powdered, in bbls.	0	8½
Crystals to powdered, in bbls., in 5-ton lots or more	0½	9%
In bbls. in less than 5-ton lots	0½	10
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or powdered, in bbls.	5½	5
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago		
bulk		\$6.60
Medium, car lots, per ton, f.o.b. Chicago		
bulk		\$6.10
Rock, car lots, per ton, f.o.b. Chicago		\$6.00
Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans	@4.78	
Second sugar, 90 basis	None	
Syrup, testing 63 and 65 combined sucrose and invert, New York	@.41	
Standard granulated f.o.b. refiners (2%)	@6.10	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	@5.00	
Packers' curing sugar, 250 lbs. bags, f.o.b. Reserve, La., less 2%	@5.50	

PURE VINEGARS

A. P. CALLAHAN & COMPANY

707 SOUTH LA S

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending, July 2,	Cor. week, 1926.
Prime native steers.....	19 @20	17 @18½
Good native steers.....	18 @18	15 @17
Medium steers.....	14 @16	13 @15
Heifers, good.....	13 @15	10 @14
Cows.....	11 @14	10 @14
Hind quarters, choice.....	25 @25	24 @24
Fore quarters, choice.....	16 @16	15 @15

Beef Cuts.

Steer Loins, No. 1.....	@43	@31
Steer Loins, No. 2.....	@38	@28
Steer Short Loins, No. 1.....	@55	@40
Steer Short Loins, No. 2.....	@48	@35
Steer Loin Ends (hips).....	@30	@22
Steer Loin Ends, No. 2.....	@29	@23
Cow Loins.....	@18	@21
Cow Short Loins.....	@30	@20
Cow Loin Ends (hips).....	@18	@17
Steer Ribs, No. 1.....	@25	@20
Steer Ribs, No. 2.....	@24	@20
Cow Ribs, No. 1.....	@17	@16
Cow Ribs, No. 2.....	@12	@12
Steer Rounds, No. 1.....	@19½	16½ @17
Steer Rounds, No. 2.....	@19	16 @16½
Steer Chunks, No. 1.....	@14½	@12
Steer Chunks, No. 2.....	@13½	@11½
Cow Rounds.....	@12	@15½
Cow Chunks.....	@12½	@10
Steer Plates.....	@12	@11
Medium Plates.....	@10	@11
Briskets, No. 1.....	@16	@17
Briskets, No. 2.....	@12	@13
Steer Navel Ends.....	@9	@8
Cow Navel Ends.....	@8	@7½
Fore Shanks.....	@8	@7½
Hind Shanks.....	@8	@7½
Rolls.....	@22	@20
Strip Loins, No. 1, boneless.....	@40	@30
Strip Loins, No. 2.....	@40	@30
Strip Loins, No. 3.....	@35	@25
Sirloin Butts, No. 1.....	@36	@30
Sirloin Butts, No. 2.....	@27	@25
Sirloin Butts, No. 3.....	@15	@15
Beef Tenderloins, No. 1.....	@70	@75
Beef Tenderloins, No. 2.....	@65	@65
Rump Butts.....	@18	@18
Flank Steaks.....	@20	@14
Shoulder Clods.....	@15	@15
Hanging Tenderloins.....	@10	@10

Beef Products.

Brains (per lb.).....	@10	10½ @11½
Hearts.....	@10	@15
Tongues.....	@20	20½ @22
Sweetbreads.....	@40	@32
Ox-Tail, per lb.....	@10	5 @9
Fresh Tripe, plain.....	@6	@4
Fresh Tripe, H. C.....	@7½	@6½
Livers.....	@13	9½ @13
Kidneys, per lb.....	@10½	10 @10½

Veal.

Choice Carcass.....	@20	@21
Good Carcass.....	@15	@19
Good Saddle.....	@25	@30
Good Backs.....	@12	@15
Medium Backs.....	@10	@12

Veal Products.

Brains, each.....	@12	@12
Sweetbreads.....	@65	@65
Calf Liver.....	@44	@44

Lamb.

Choice Lambs.....	@32	@32
Medium Lambs.....	@28	@29
Choice Saddle.....	@34	@34
Medium Saddle.....	@32	@32
Choice Fores.....	@25	@28
Medium Fores.....	@23	@25
Lamb Fries, per lb.....	@32	@32
Lamb Tongues, each.....	@13	@13
Lamb Kidneys, per lb.....	@25	@25

Mutton.

Heavy Sheep.....	@8	@9
Light Sheep.....	@15	@15
Heavy Saddle.....	@11	@11
Light Saddle.....	@18	@18
Heavy Fores.....	@12	@12
Light Fores.....	@12	@12
Mutton Legs.....	@20	@20
Mutton Loins.....	@20	@20
Mutton Stew.....	@8	@9
Sheep Tongues, each.....	@13	@13
Sheep Heads, each.....	@10	@10

Fresh Pork, Etc.

Dressed Hogs.....	17½ @19	17½ @19
Pork Loins, 8@10 lbs. avg.....	@22	@22
Hams.....	@22	@22
Bellies.....	@26	@26
Calas.....	@15	@15
Skinned Shoulders.....	@14	@14
Tenderloins.....	@65	@65
Spare Ribs.....	@12	@12
Leaf Lard.....	@13	@13
Back Fat.....	@14	@14
Butts.....	@18	@18
Hocks.....	@15	@15
Tails.....	@13	@13
Neck Bones.....	@5	@5
Tail Bones.....	@12	@12
Slip Bones.....	@9	@9
Blade Bones.....	@15	@15
Pigs' Feet.....	@6	@6
Kidneys, per lb.....	@9	@9
Livers.....	@4½	@4½
Brains.....	@13	@13
Ears.....	@9	@9
Snouts.....	@9	@9
Heads.....	@10	@10

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	@27
Country style sausage, fresh in link.....	@19
Country style sausage, fresh in bulk.....	@17
Mixed sausage, fresh.....	@24
Frankfurts in sheep casings.....	@21
Frankfurts in hog casings.....	@19
Bologna in beef bungs, choice.....	@16
Bologna in cloth, paraffined, choice.....	@14½
Bologna in beef middles, choice.....	@23
Liver sausage in hog bungs.....	@13
Liver sausage in beef rounds.....	@13
Head cheese.....	@17
New England luncheon specialty.....	@28
Liberty luncheon specialty.....	@21
Mixed luncheon specialty.....	@17
Tongue sausage.....	@25
Blood sausage.....	@17
Polish sausage.....	@18
Souse.....	@15

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@54
Cervelat, new condition, in hog bungs.....	@22
Cervelat, new condition, in beef middles.....	@23
Thuringer Cervelat.....	@26
Farmer.....	@32
Holsteiner.....	@31
B. C. Salami, choice.....	@49
Milano Salami, choice in hog bungs.....	@19
B. C. Salami, new condition.....	@27
Frissas, choice, in hog middles.....	@43
Genoa style Salami.....	@56
Pepperoni.....	@43
Martadella, new condition.....	@27
Capicola.....	@55
Italian style hams.....	@44
Virginia hams.....	@53

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.50
Large tins, 1 to crate.....	9.50
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	9.00
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50

SAUSAGE MATERIALS.

Regular pork trimmings.....	@7½
Special lean pork trimmings.....	@12½
Extra lean pork trimmings.....	@14
Neck bone trimmings.....	8½ @9
Pork cheek meat.....	@7½
Pork hearts.....	5½ @6
Fancy boneless bull meat (heavy).....	@12½
Boneless chucks.....	@10½
Shank meat.....	@10½
No. 1 beef trimmings.....	@9½
Beef hearts.....	@7
Beef cheeks (trimmings) per dozen.....	@8½
Dr. canner cows, 300 lbs. and up.....	@7½
Dr. cutters, 400 lbs. and up.....	@8
Dr. bologna bulls, 500@700 lbs.....	@9½
Beef tripe.....	3½ @3½
Cured pork tongues (can. trim.).....	@16

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets per tierce, per set.....	@.20
Beef rounds, domestic, 140 sets per tierce, per set.....	@.32
Beef rounds, export, 225 sets per tierce, per set.....	@.30
Beef middles, 110 sets per tierce, per set.....	@1.25
Beef bungs, No. 1, 400 pieces per tierce, per piece.....	@.25
Beef bungs, No. 2, 400 pieces per tierce, per piece.....	@.16
Beef weasands, No. 1, per piece.....	@1.10
Beef weasands, No. 2, per piece.....	@1.04
Beef bladders, small, per dozen.....	@1.35
Beef bladders, medium, per dozen.....	@1.85
Beef bladders, large, per dozen.....	@2.50
Hog casings, medium, per bd. 100 yds.....	@2.25
Hog casings, narrow, per bd. 100 yds.....	@3.00
Hog middles, without cap, per set.....	@.16
Hog middles, with cap, per set.....	@.20
Hog bungs, export.....	@.38
Hog bungs, large prime.....	@.28
Hog bungs, medium.....	@.20
Hog bungs, small prime.....	@.12
Hog bungs, narrow.....	@.07
Hog stomachs, per piece.....	@.07 @.08

VINEGAR PICKLED PRODUCTS

Regular tripe, 200-lb. bbl.....	\$14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	17.50
Pork tongue, 200-lb. bbl.....	63.00
Lamb tongues, long cut, 200-lb. bbl.....	42.00
Lamb tongues, short cut, 200-lb. bbl.....	61.00

BARRELED PORK AND BEEF.

Mess pork, regular.....	30.00
Family back pork, 20 to 34 pieces.....	31.00
Family back pork, 35 to 45 pieces.....	33.00
Clear back pork, 40 to 50 pieces.....	25.00
Clear plate pork, 35 to 45 pieces.....	20.50
Clear plate pork, 25 to 35 pieces.....	21.50
Brisket pork.....	30.00
Bean pork.....	20.50
Plate beef.....	20.50
Extra plate beef, 200 lb. bbls.....	22.00

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.07½ @1.72½
Oak pork barrels, black iron hoops.....	1.90 @1.95
Ash pork barrels, galv. iron hoops.....	1.87½ @1.92½
White oak barrels, black iron hoops.....	@3.40
Red oak lard tierces.....	2.52½ @2.55
White oak lard tierces.....	2.72½ @2.75

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@23
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@20½
Nut margarine, 1 lb. cartons, f.o.b. Chicago (30 and 50 lb. solid packed tubs, 1c per lb. less.).....	@18
Pastry oleomargarine, 50-lb. tubs, f.o.b. Chicago.....	@15

DRY SALT MEATS.

Extra short clears.....	@12
Extra short ribs.....	@12
Short clear middles, 60-lb. avg.....	@13
Clear bellies, 14@16 lbs.....	@14½
Clear bellies, 18@20 lbs.....	@13½
Clear bellies, 25@30 lbs.....	@13½
Rib bellies, 20@25 lbs.....	@13½
Clear bellies, 25@30 lbs.....	@12½
Fat backs, 10@12 lbs.....	@9½
Fat backs, 12@14 lbs.....	@10
Fat backs, 14@16 lbs.....	@10½
Regular plates.....	@11
Butts.....	@7½

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	@26
Skinned hams, fancy, 16@18 lbs.....	@26
Standard regular hams, 12@16 lbs.....	@27
Picnics, 6@8 lbs.....	@18½
Standard bacon, 4@8 lbs.....	28½ @29½
Standard bacon, 10@12 lbs.....	@28½
Standard bacon, 12@14 lbs.....	@27½
Standard bacon strips, 6@7 lbs.....	@28
Cooked hams, choice, skin on, surplus fat off.....	@36
Cooked hams, choice, skinned, surplus fat off.....	@37
Cooked hams, choice, skinned, surplus fat off.....	@38
Cooked picnics, skin on, surplus fat off.....	@24
Cooked picnics, skinned, surplus fat off.....	@25
Cooked loin roll, smoked.....	@41

ANIMAL OILS.

Prime lard oil.....	15 @15½
Extra winter strained.....	12 @12½
Extra lard oil.....	11½ @12
Extra No. 1 lard.....	10½ @11½
No. 1 lard oil.....	9½ @10½
No. 2 lard oil.....	9 @10
Pure neatfoot oil.....	14 @14½
Extra neatfoot oil.....	10½ @11
No. 1 neatfoot oil.....	9½ @10½
Acidless tallow oil.....	9½ @10½

LARD (Unrefined).

Prime, steam, cash, tierces.....	@12.60
Prime, steam, loose.....	@11.77
Leaf, raw.....	@11.25
Neutral lard.....	@13.50

LARD (Refined).

Pure lard, kettle rendered, per lb., loose.....	@13.12
Pure lard, tierces.....	@13.12
Compound.....	@11.25

OLEO OIL AND STEARINE.

Oleo oil, extra.....	@13½
Oleo stocks.....	12 @12½
Prime No. 1 oleo oil.....	12 @12½
Prime No. 2 oleo oil.....	@11½
No. 3 oleo oil.....	10½ @10½
Prime oleo stearine, edible.....	@8½

TALLOWES AND GREASES.

Edible tallow, under 2% acid, 45 titre.....	@8½
Prime packers' tallow.....	7½ @7½
No. 1 tallow, basis 10% f.f.a., 42 titre.....	7½ @7½
No. 2 tallow, basis 10% f.f.a., 40 titre.....	6½ @6½
Choice white grease, max. 4% acid, loose.....	8 @8½
B-White grease, max. 5% acid.....	7 @7½
Yellow grease, 12-15 f.f.a.....	6½ @7
Brown grease, 40 f.f.a.....	6 @6½

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley points, non, prompt.....	@8½
White, deodorized in bbls., c.a.f. Chicago.....	10½ @11
Yellow, deodorized in bbls.....	10½ @10½
Soap stock, 50% f.f.a. basis, f.o.b. mills.....	@2½
Corn oil, in tanks, f.o.b. mills.....	8½ @8½
Soya bean oil, seller's tank, f.o.b. coast nom.....	@10½
Cocanut oil, seller's tank, f.o.b. coast.....	8½ @8½
Refined in bbls., c.a.f., Chicago, non.....	10½ @10½

FERTILIZERS.

Blood, unground and ground.....	4.00 @ 4.10
Hooftmeal.....	3.25 @ 3.50
Ground fertilizer tankage, 10 to 12%.....	3.15 @ 3.25
Ground fertilizer tankage, 6 to 9%.....	2.90 @ 3.00
Crushed and unground tankage.....	2.65 @ 3.00
Ground raw bone, per ton.....	32.00 @ 36.00
Ground steam bone, per ton.....	27.00 @ 30.00
Unground steam bone, per ton.....	25.00 @ 27.00
Unground bone tankage per ton.....	14.00 @ 17.00

HORNS, HOOFES AND BONES.

No. 1 horns, 75 lb. average per ton.....	\$185.00 @200.00
No. 2 horns, 40 lb. average, per ton.....	125.00 @135.00
No. 3 horns.....	75.00 @100.00
Hoofs, black and striped.....	35.00 @ 50.00
Hoofs, white.....	70.00 @ 75.00
Round shin bones, heavies.....	90.00 @100.00
Round shin bones, lights and med.....	85.00 @ 95.00
Heavy fats.....	55.00 @ 65.00
Light fats.....	45.00 @ 50.00
Thigh bones, heavies.....	90.00 @100.00
Thigh bones, light and med.....	85.00 @ 90.00
Buttock bones.....	45.00 @ 50.00

Note—These quotations apply to No. 1 product, which must be assorted, free from grease spots and cracks, hard and clean, uniform as to cut and weight. Packed in double bags and cartoned lots. Quotations on unselected stock will be found in "Packinghouse By-Products Markets" reports on another page.

Retail Section

Don't Force the Customer High Pressure Selling Likely to Cause Loss of Business

It is poor business to sell a customer meats she does not want or need.

The retail meat merchants can please her by aiding her to make a selection and to decide on a purchase, but he can't keep her good will and her patronage by forcing a sale on her.

Most women know the particular kind of meat they want before they enter the store, and undue insistence to purchase another kind only arouses their resentment.

The clever salesman builds up good will and business by sensing the kind of salesmanship to use in each case.

He tries to please the customer by giving her real service, and the kind of meats she wants and can use to the best advantage, says Lawrence A. Adams in this article of his series on retail meat merchandising.

Mr. Adams has made an exhaustive study of the retail meat store and its merchandising needs. He offers some real selling aids for the retail meat dealer in this article.

This is the fifth article in this series by Mr. Adams. The first appeared in THE NATIONAL PROVISIONER of Nov. 20, 1926; the second on Jan. 1, 1927; the third on Feb. 19, 1927, and the fourth on April 9, 1927.

She Knows What She Wants By Lawrence A. Adams.

When Mrs. Jones, Mrs. Smith or Mrs. Brown enters the shop in the morning to buy meat for the day, how should she be approached?

It is a time to try to sell her some of the breast of lamb with which you are over-stocked, or is it a chance to try a little "real salesmanship" and sell her a dollar porterhouse when, if left to her own choice, she might purchase only half a dollar's worth of round steak?

Is the housewife seeking assistance in choosing the meat for the evening meal, or did she leave home with her mind made up about what she wanted? If the butcher can serve her in the way that is most helpful to her, he may be sure of retaining her as a pleased and well satisfied customer.

On the other hand, if he tries to sell her something she does not want, she resents such attention. If the butcher succeeds in having her take home meat that does not fit in with the rest of the menu, her dissatisfaction becomes particularly great.

Study the Customer.

We are not advocating that butchers attend night school and study psychology so that they can judge better how the minds of their customers function.

What is necessary is that the salesman should pay strict attention to the way the customer enquires for meat.

There is usually a clue in what she says to indicate what sort of help she needs from the salesman.

In general it is a safe bet that the housewife knew what she wanted before she left home.

This fact was brought out in the recent

study of the United States Department of Agriculture on consumers' habits. As answers were received from about 5,000 housewives who lived in all sections of the country, the conclusions reached have general application. This is particularly true when it is remembered that the traits of human nature are much the same the country over.

On the average, two out of three housewives declared that, when purchasing meat in person, they decide what they want before leaving their homes. This is an important fact for the butcher to remember.

A Lesson from the "Five and Ten."

None of us wants a "smart" salesman to try to sell us something we do not want, whether it be chewing gum or an automobile. Most of us like to inspect the goods offered for sale so that we may make the best selection. But too much attention at such times is extremely annoying.

The trait of human nature—people liking to inspect merchandise—is capitalized upon by the five and ten-cent chain stores. There the customer may see the goods offered for sale and also handle them. While it is not possible to permit customers to handle meat, it is possible for goods to be so displayed that housewives may make their choice from goods that are attractively displayed.

Remember, though, that the housewife usually is not deciding whether she wants a roast or a steak—but what kind of a roast or steak she wants.

Whether fortunately or unfortunately the writer does not know, but human nature differs in all sorts of ways among individuals. While the majority of shoppers have their minds made up, there are always some uncertain individuals who desire some one to help them with their decisions. Accordingly, no rule of thumb can be laid down as to how customers should be treated. We have just stated what the majority of people like. However, the minority cannot be ignored.

The Real Salesman.

"He is a natural born salesman" is a statement we hear often. It describes the

man who is able to make himself helpful to customers, because he renders the type of service most desired or most needed. He awaits the decisions of some buyers, and makes up the minds of others.

All of us are not blessed with this happy faculty, but fortunately it is something that may be acquired if we will only forget ourselves for a while, and try to see the customer's point of view. Even though the customer may be a total stranger, it is usually possible to determine what kind of salesmanship to use. From the way she asks for meat, from the tone of voice, and from the way she inspects the displays much may be learned before the customer has been in the shop longer than a minute.

Most Women Don't Buy on Price.

Here are a few more facts that were brought out in the consumer survey. They are the statements of the housewife—what she thinks of her own self and habits.

Seventy-five per cent stated that they do not buy meat at specially-advertised prices. This does not mean that price advertising is bad, but apparently it is not effective to the degree that many have believed previously. Perhaps price advertising gives housewives an impression that prices in a particular shop are reasonable, and encourages them to trade there, although their daily choice of meat is not affected by advertising.

Price advertising in newspapers which is seen before the housewife leaves upon her morning shopping tour will have much greater influence than prices painted on the windows. That is because it is observed before the meal is planned.

Do Meat Displays Influence Buying?

About half the housewives believed that the meat displayed in a shop did not influence their choice. This emphasizes the statement made previously that most customers have their minds made up pretty well before leaving home.

Many women stated that salesmen did not influence them in choosing meat, and quite a number said that price of meat did not influence them after they had entered a shop. This again points out that customers do not "shop" for meat. Generally they know what they want and go out to get it.

Another article in this series by Mr. Adams on the buying habits of meat customers will appear in an early issue of THE NATIONAL PROVISIONER.

NEWS OF THE RETAILERS.

The Casey Bros. Meat Market, Mangum, Okla., has been sold to the H. & H. Store.

A. H. Sutton has engaged in the meat business at La Vern, Okla.

Berry's Cash Grocery, Kingfisher, Okla., is adding a meat market.

The Parkside Inn Market, San Francisco, Cal., has moved from 1355 to 1227 Taraval St.

Gus Henning has purchased the Progress Market, 600 San Bruno Ave., San Francisco, Cal.

The New Post Office Market has opened for business at 1410 Haight St., San Francisco, Cal.

J. V. Patton and Paul E. Myers have purchased Duke's Market at 1036 Hawthorne Ave., Portland, Ore.

John Hamlin has purchased the meat business of J. A. Young at Canyonville, Ore.

Walter Fowell is reported to have sold his meat market to George F. Rauth, at Tacoma, Wash.

How Many People Know?

That pork is as digestible as chicken?

That pork is more digestible than turkey?

That the bread in a sandwich becomes more nutritious when eaten with ham or other meat?

That boiled ham contains more protein than any other pork cut.

That ham and eggs or bacon and eggs are rich in vitamin A and vitamin B, both so essential for proper nutrition.

That in addition to the vitamins, ham and eggs contain fat, protein, minerals, and other desirable food constituents.

The U. S. Department of Agriculture has proved these points in a series of scientific experiments covering more than 10 years.

Retailers Pledge Hearty Cooperation To Make Campaign a Huge Success

(Continued from page 28.)

To the majority of the rank and file of retail meat dealers of the country, the ham and bacon campaign last Monday was nothing more than a hazy rumor. By Wednesday morning thousands in the retail trade had been strikingly informed of the full details and had wholeheartedly approved the great movement which is to bring into their stores more ham and bacon trade than they ever before have experienced in a period of seven weeks. At the scores of mass meetings, dozens of retail leaders who had studied the plan carefully beforehand praised it without bounds and urged their followers to jump in and give it their most effective cooperation.

Chicago Meeting Enthusiastic.

At the Chicago meeting, held Tuesday night in the Morrison Hotel, more than 1,400 men in the meat trade passed a resolution expressing their endorsement of the movement. This resolution was telegraphed to the Boston, New York, and Cleveland meetings. The attendance everywhere at the meetings exceeded all expectations, proving that the retailer is not only receptive to, but anxious for, a campaign which will build his volume and bring new customers to his store.

C. J. Roberts, city chairman, presided at the Chicago meeting. After describing the purpose of the campaign briefly, he went on to say:

"Every dealer can make this advertising his own not only by displaying the material but also by featuring hams—aiming at a low rate of profit, a large volume of

President Mayer Talks.

Oscar G. Mayer, President of the Institute, was the next speaker. His theme was: "It's Meat's Turn Now!" He told what can be accomplished by the meat trade during the campaign if every man concerned takes advantage of the demand which the advertising will create. He explained the campaign plan, and urged everyone to study the plan carefully.

Fred Graham, President of the Retail Meat Dealers' Association of Chicago, told the retailers why and how it will pay them to tie up with the campaign and urged them to price their ham and bacon attractively in order to build up profits through increased volume.

H. F. Stickney, President of the Butchers' and Grocers' Association of Cook County, speaking from the grocer's point of view, lauded the special sale feature of the campaign and predicted that special sales will soon become as frequent and as profitable in the meat trade as they have been in the grocery business.

The last speaker was H. S. Johnson, vice-President of Armour and Company. Mr. Johnson told of what cooperation has done for other industries and made it clear that the cooperation sought for this campaign in the meat trade, and already promised by thousands of dealers, may surprise everyone with its effectiveness.

New York Mass Meeting.

More than a thousand meat trade men packed the grand ball room of the Hotel Astor, New York City, on the evening of June 28 at the mass meeting which launched the ham and bacon campaign in Greater New York territory. It was the first time in the history of the meat trade in this locality that retailers and wholesalers ever cooperated in such a meeting, and the result was inspiring.

Every speaker, retailer and packer, urged 100 per cent cooperation in the campaign, and predicted great benefit to all concerned from the campaign of merchandising and advertising which had been planned and paid for by the packers.

City Chairman Albert T. Rohe was in charge of the meeting, and his ability as an impresario was evident in the smoothness with which the event was carried out. There was a big jazz orchestra to entertain the crowd as it assembled and at intervals during the meeting. The meeting hall was placarded with ham and bacon posters, and the atmosphere was charged with the "snap and go" of the campaign.

Purpose of the Campaign.

Chairman Rohe in opening spoke of the purpose of the meeting and the general object of the campaign. It was the first time such a cooperative attempt had been made in the industry, and if it succeeded it would be followed by others, in all of which the trade would profit.

Pendleton Dudley, eastern representative of the Institute of American Meat Packers, which planned and financed the campaign, gave the details of the merchandising and advertising plan, as previously reported in full in the columns of THE NATIONAL PROVISIONER. His showing of some of the posters and other advertising features of the campaign through stereopticon pictures was an effective part of the program.

Retailers Endorse the Plan.

George Kramer, president of the New York State Retail Meat Dealers' Association, and leader of the local retail trade, was the next speaker. He heartily endorsed the campaign, and urged the retailers to back the packers in this effort to merchandise the product. He said such campaigns were an aid to the meat business and should be given 100 per cent support. He believed that such a sensation would be created by this campaign that even the kosher butchers would be found selling hams.

Chairman Rohe told again of the plans for distributing the advertising material, and said that the success of this campaign would be followed by others for the merchandising of other meat products.

He then turned the gavel over to President Kramer, who called upon leading retailers of Greater New York.

Albert Rosen of Brooklyn heartily endorsed the plan, and advised retailers to stock up on hams at once, as the supply might run short, so great would be the sales as a result of the advertising and merchandising support furnished by the packers.

He "spiked" the rumor that Health Commissioner Harris of New York City had advised against eating meat. Commissioner Harris told him his family were all meat eaters, and not vegetarians and he certainly was not against meat.

Must Pull Together to Succeed.

Louis Goldschmidt of New York and Charles Raedle of Eastern District, Brooklyn, told of their participation in a conference at Chicago, and urged that every retailer push the sale of hams and bacon. National Treasurer Charles Schuck also endorsed the plan, as did president Seaman of the Staten Island Branch. They said everybody must pull together if the campaign was to be a success.

Speakers for the wholesalers included Manager G. R. Gibbons of Armour & Company's Tenth avenue branch, who gave a lot of practical advice on merchandising hams and pleasing the consuming trade. A. M. Totten, of the Cudahy Packing Company, was introduced by Chairman Kramer as a champion ham salesman, and given a round of applause.

At the conclusion of the meeting Chairman Rohe had a surprise for the audience in a buffet luncheon served in the banquet room adjoining the hall. Here he gave what he called a "demonstration" of the

ham they were to sell, in serving delicious slices of ham in various styles, together with liquid refreshments. There was a special table for the ladies, many of whom were present and occupied boxes at the meeting.

Meetings in Other Cities.

Telegraphic reports on meetings in a number of other cities have been received by the Institute as follows:

ST. LOUIS.

Have eleven hundred at our mass meeting with fine enthusiasm. Expect big results.

F. A. HUNTER.

PITTSBURGH.

Mass meeting held here tonight. Went over with a great big bang. Overflow meeting enthusiastic. Crowd and dealers intensely interested. Everybody on their toes and waiting for the bell to ring. No question about the success of campaign. Hope reports from other cities will be likewise.

JOHN ANDERSON.

PROVIDENCE.

Over one thousand dealers every section state of Rhode Island part Massachusetts attending mass meeting. Dealers enthusiasm exceeds our fondest hopes. You can expect 100 per cent cooperation this area. Confident will move tremendous volume ham and bacon July and August. Dealers will cooperate in advertising. In addition great many who have never before will do personal advertising using electrotypes.

E. F. NEWMAN.

BALTIMORE AND WASHINGTON.

Washington meeting exceeded all expectations with approximately 600 present. Baltimore meeting even better with almost seventeen hundred present. Both meetings highly enthusiastic and everybody rearing to go.

NORMAN DRAPER.

ST. PAUL.

Meeting great success. Two hundred and twenty-five present. We are sure campaign will be great success. Get material to us soon as possible.

MYRON McMILLAN.

BOSTON.

Five hundred thirty men present at our meeting Faneuil Hall tonight. Everything went as planned and we did much planning. Am speaking big meeting Worcester Thursday night. Writing full report.

JOHN CUTTING.

PITTSBURGH.

Retail mass meeting last night best ever held in Pittsburgh. Attendance great.

GEORGE N. MEYER.

MINNEAPOLIS.

Despite very bad night, mass meeting well attended by retailers. They look upon the program very favorably and promised support.

F. W. HOFFMAN.

MEMPHIS.

Mass meeting last night attended by seven hundred dealers. Biggest crowd retail dealers ever assembled in Memphis. Program unusually good and created favorable comment by every one. Believe interest aroused to high pitch. We expect to continue this gait all during campaign.

SYD M. LERNER.

ROCHESTER.

Successful and enthusiastic meeting held last night. About three hundred dealers expressed willingness to cooperate.

F. M. TOBIN.

DENVER.

Dealers meeting last night big success. Attendance six hundred. Good talks by officers of retailers association endorsing campaign and every one enthusiastic and ready to go.

J. P. MURPHY.

New York Section

Among Retail Meat Dealers.

It seemed like old times again on Wednesday evening of last week when Business Manager Fred Hirsch presided at the meeting of the Bronx Branch, New York State Association of Retail Meat Dealers, President Gerard being unable to attend. Mr. Hirsch reported on the recent convention of the State Association and spoke on the merchants' investment plan. It was decided to place signs in the various markets of the Bronx requesting that all retail meat merchants close all day Fourth of July. Following the usual custom it was decided to hold but one meeting a month during the summer. The date of these will be July 13th and August 17th. Special rates on certain commodities to members of the branch were announced. Mr. Hirsch also spoke on the mass meeting to be held at the Hotel Astor on June 28th.

Committee reports, and especially one on the recent convention of the State Association of Retail Meat Dealers by President Hildeman and Messrs. Helling and Rosen, proved interesting to the members of the Brooklyn Branch on Thursday evening of last week. There were some lengthy discussions with reference to the matters taken up at the convention. Details of the joint outing by the South Brooklyn and Brooklyn Branches on July 17th were announced. Those going by bus with the Brooklyn Branch will leave the Butchers Building, 641 Atlantic avenue, Brooklyn, about 9:30 a. m. Brooklyn Branch will be glad to see the other branches of Greater New York well represented at the outing. Following the rule that applied other years, the Brooklyn Branch will not hold any meetings during the summer, unless a special meeting is called by the president.

On Wednesday afternoon of last week, the Ladies' Auxiliary of the New York State Association of Retail Meat Dealers, Inc., closed its season with a business meeting. They met in their new headquarters, Pythian Hall, on West 70th Street. Among other subjects discussed was the proposed outing, and it was decided this would be a bus ride to Roton Point, Conn., on Tuesday, July 12th. The buses will leave 126th Street at 9 a. m. and the round trip is \$1.50. The Ladies' Auxiliary will be pleased to have the wives of the members of the various branches join them. Anybody desiring to do so will be able to secure full information from Mrs. R. Schumacher, telephone Olinville 3341.

Due to the efforts of the Westchester Branch, New York State Association of Retail Meat Dealers, a number of shops in Mount Vernon were visited last Sunday morning by detectives and four defendants were apprehended for having their shops open. Three of the four appeared in court, and one of them stated that as the fourth man had opened on Sunday mornings, they had to open also or they would lose their trade. The court adjourned the case until July 10th, and in the meantime the detectives will keep watch. In his warning the judge said that one cannot keep open while others close, and in that way set up unfair competition. All must close and comply with the law.

A meeting of the Retail Meat Dealers' Association was held in Yonkers on Thursday evening, June 23, and a branch of the New York State Association of Retail Meat Dealers, Inc., was organized. It is to be known as the Westchester Branch and takes in the cities of Yonkers, Mount Vernon, New Rochelle and White Plains.

Frank Bitz of Yonkers was elected president, Thomas E. Buckley of Mount Vernon secretary, and Kalman Papp of Mount Vernon, treasurer, and eleven directors were appointed. They met at the Hotel Astor on June 28 and received their charter from the state association. This branch is commencing under very favorable auspices, having a membership of 46.

Catherine Anselm, the second daughter of George Anselm, a member of Ye Olde New York Branch, and of Mrs. Anselm, trustee of the Ladies' Auxiliary, New York State Association of Retail Meat Dealers, Inc., graduated from grammar school on Thursday evening of last week.

Rudolph Schumacher, an active member of the Bronx Branch, New York State Association of Retail Meat Dealers, was probably the first retail meat dealer to locate on East 204th street in the Bronx. Due to the fact that the building in which his store has been located during this time is being torn down, last week Mr. Schumacher moved into a larger and better located store at 302 East 204th street, near Perry avenue.

The many friends of Mrs. Robert Ehrenreich, an active member of the Ladies' Auxiliary, will regret to learn that she had to undergo an operation, but reports from the Murray Hill hospital are reassuring.

The sympathy of the trade is being extended to Otto Vogt, the butchers' sign painter of the Bronx, whose mother passed away on June 23rd. Mrs. Vogt was 74 years old, and died at her home, 4284 Verio avenue. The funeral was on Sunday.

Eleanor Hembdt, the youngest daughter of Mr. and Mrs. Charles Hembdt, the latter president of the Ladies' Auxiliary, New York State Association, has finished her post graduate business course. Eleanor does not want to be any different from her sisters, so she will not go to college, but will go into business, probably in the fall, and take an evening course at Columbia.

NEW YORK NEWS NOTES.

President F. Edson White and Vice-President T. G. Lee, Armour and Company, Chicago, were visitors to the city this week.

W. A. Lynde, manager of Wilson & Company in the New York district, is spending the Fourth of July holidays with Mrs. Lynde in Maine, where she will remain for the summer.

Miss B. H. Kimball, secretary to Louis Joseph, manager of the beef department, Wilson & Company, New York, is on a vacation.

Miss Elizabeth Smith, secretary to G. J. Edwards, manager for the New York district of Swift & Company, is spending a vacation at Atlantic City.

The golf tournament of Wilson & Company's New York plant was held, as scheduled, last Saturday afternoon at the Hillcrest Country Club, Jamaica. C. Petrequin was the winner, with a score of 72, one over par. W. A. Lynde and M. J. Bauer were tied for second, with a net score of 73. About 24 competed.

J. T. Turner of the smoked meat department, Wilson & Company, Chicago, was in town for a short while the latter part of last week.

A. C. Wicke, of the Wicke Manufacturing Company, is taking a vacation in Europe with Mrs. Wicke. They will visit Switzerland, Italy and Germany.

A. Pam Blumenthal, only son of Walter Blumenthal, president of the United Dressed Beef Company, was married last Thursday in the Ritz Carlton Hotel to Miss Emily Josiah. They left on the steamer Berengaria last Tuesday, with Mr. and Mrs. Walter Blumenthal, to spend the summer touring Europe.

Adolf and August Fink of A. Fink & Sons, Inc., Newark, are taking the first vacation which they have ever had together. They left last Friday with their wives for a long trip, taking in California and going as far as Los Angeles. From there they will go by boat to the Panama Canal, West Indies and Havana.

A. C. Schueren, general manager of the Vaughan Company, Chicago, manufacturers of the famous Vaughan meat cutter, was in New York this week, to see Mrs. Schueren off for her annual summer tour abroad. She sailed on June 30th and Mr. Schueren will follow later.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ending June 25, 1927, with comparisons, as follows:

	Week ending June 25.	Prev. week.	Cor. week. 1926.
Western dressed meats:			
Steers, carcasses	7,068½	7,617½	8,002
Cows, carcasses	897½	820½	108
Bulls, carcasses	85	80	6
Veals, carcasses	11,177	10,526	9,936
Lamb, carcasses	23,345	21,203	9,120
Mutton, carcasses	8,161	4,033	1,623
Beef cuts, lbs.	269,082	258,805	236,898
Pork cuts, lbs.	1,164,350	491,504	988,449
Local slaughters:			
Cattle	9,375	9,438	9,893
Calves	15,107	15,773	16,441
Hogs	44,959	42,093	33,004
Sheep	40,418	48,933	44,457

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending June 25, 1927, with comparisons:

	Week ending June 25.	Prev. week.	Cor. week. 1926.
Western dressed meats:			
Steers, carcasses	2,548	2,831	2,680
Cows, carcasses	581	552	810
Bulls, carcasses	386	361	290
Veals, carcasses	2,531	2,063	2,441
Lamb, carcasses	10,548	9,452	10,223
Mutton, carcasses	1,069	1,187	2,103
Pork, lbs.	386,508	300,740	353,061
Local slaughters:			
Cattle	1,768	1,740	2,151
Calves	2,952	2,609	3,074
Hogs	15,387	15,102	14,212
Sheep	5,384	5,933	3,836

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending June 25, 1927, with comparisons:

	Week ending June 25.	Prev. week.	Cor. week. 1926.
Western dressed meats:			
Steers, carcasses	3,541	2,268	3,340
Cows, carcasses	2,343	2,194	1,471
Bulls, carcasses	41	21	69
Veals, carcasses	1,403	1,006	2,088
Lamb, carcasses	13,205	10,347	12,268
Mutton, carcasses	291	498	431
Pork, lbs.	422,639	404,096	363,179
Local slaughters:			
Cattle	1,304	1,090	1,725
Calves	2,901	2,094	2,052
Hogs	17,517	15,458	19,293
Sheep	4,309	5,294	5,481

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 Circular and Price List sent on request
ARTISTIC PRODUCTION CO.
 107 Lawrence St., Brooklyn, N. Y.

(Continued from page 33.)

Saving Money With Exhaust Steam.

Of course I do not deny that there are places for that, but not in a packing house. In the latter all of the drying—such as hair, bones, glue, and domestic heating—can be done with exhaust steam much more efficiently than with live steam.

Systems can be worked out where the greatest amount of exhaust steam can be utilized, for illustration, the hog-scalding tub can be filled with hot water to the desired temperature during the night period, as well as all the sausage cook tanks, thereby utilizing this exhaust steam for this water, as well as giving these departments an advantage in their start for the day.

I do not want to be misquoted as not being in favor of compound engines, but I cannot see where they have any place in the majority of packing plants.

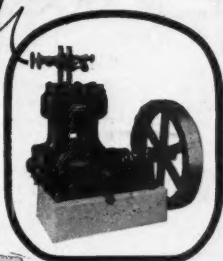
Very truly yours,
C. F. FITZGERALD.

Mechanical Supervisor,
 Albany Packing Co.

EDITOR'S NOTE.—Packinghouse mechanical men are invited to comment on this subject. Give us your views and experiences. Address Editor THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

There are two principal methods of dressing sheep. What are they, and what are their differences? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

A Good Will Builder

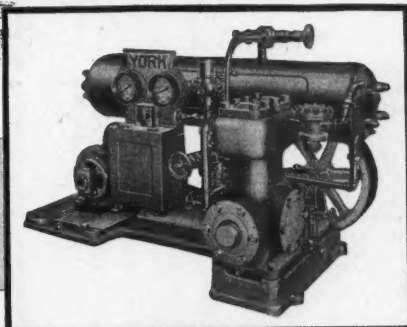


plus a good business builder—that's "YORK"! It's dependable, engineered right, guaranteed to produce its ratings, and is being used by meat and provision merchants everywhere—by the small corner meat market and by the nationally known packers.

Write for our literature.

YORK Manufacturing Company
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The York Refrigerating unit is furnished in capacities from one half ton upward. Either full automatic or manually controlled. There is a York to meet every refrigerating requirement.



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Cold Storage Installations

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Special attention given to cork and cement refrigerators
 Reliable Butcher Fixtures and Supplies

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 406 East 102nd St.
 Phone Atwater 0880 for all Branches

Bronx Branch:
 739 Brook Ave.

NEW HEAD FOR MEAT BOARD.

J. H. Mercer, secretary of the Kansas Live Stock Association, was elected chairman of the National Live Stock and Meat Board at its annual meeting held in Cleveland, Ohio, June 28 and 29. Thomas E. Wilson, president of Wilson & Co., was re-elected chairman, and Everett C. Brown, of the Chicago Live Stock Exchange, continues as treasurer of the organization.

R. C. Pollock was unanimously re-elected secretary and managing director.

The report of the board's activities during the year showed wide scope in the promotion of meat consumption and in educating the public in the value of meat in a well balanced diet.

CONTEST FOR GOBEL CUP.

The 32nd annual convention and tournament of the Southern New York Volunteer Firemen's Association was held at Sag Harbor, Long Island, on June 28th, 29th and 30th. The convention was in session on the 28th and 29th, and the tournament on June 30th. There were about 75 athletic contests for which 250 entries had been received.

One of the prizes most bitterly contested for was the Gobel cup, which is 13 inches in height and made of solid sterling silver. This cup was awarded as first prize for the winner of the chemical apparatus contest, and was donated by Adolfe Gobel, Inc., one of the foremost provision firms in New York. They are exceptionally well known and thought of throughout Greater New York as leaders in the food products field.

In Spices, too, the Best is the Cheapest
J. K. LAUDENSLAGER, Inc.
 612-14-16 W. York St. Philadelphia, Pa.

Importers **SPICES** Grinders

Butchers Mills Brand

42 years reputation among packers for quality

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, bulk	\$10.00@11.00
Cows, cutters	3.75@ 5.35
Bulls	6.75@ 7.25

LIVE CALVES.

Calves, choice	\$14.50@15.00
Calves, culls, per 100 lbs.	7.00@10.75

LIVE SHEEP AND LAMBS.

Lambs, bulk	\$14.25@15.00
Sheep, bulk	5.00@ 6.00

LIVE HOGS.

Hogs, heavy	\$ 9.00@ 9.50
Hogs, medium	9.75@10.00
Hogs, 120 lbs.	@10.25
Roughs	@ 7.00
Good Roughs	@ 7.75

DRESSED HOGS.

Hogs, heavy	17% @17%
Hogs, 180 lbs.	@17%
Hogs, 160 lbs.	@18
Pigs, 80 lbs.	@19
Pigs, under 140 lbs.	@18%

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy	20 @21
Choice, native light	20 @21
Native, common to fair	17 @19

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	19 @20
Native choice yearlings, 400@600 lbs.	19 @21
Western steers, 600@800 lbs.	17% @18%
Texas steers, 400@600 lbs.	14 @16
Good to choice heifers	18 @19
Good to choice cows	14 @15
Common to fair cows	12 @13
Fresh bologna bulls	@12up

BEEF CUTS.

	Western.	City.
No. 1 ribs	25 @25	25 @25
No. 2 ribs	21 @23	23 @24
No. 3 ribs	18 @20	20 @22
No. 1 loins	26 @32	32 @35
No. 2 loins	28 @29	28 @31
No. 3 loins	22 @24	24 @27
No. 1 hinds and ribs	24 @26	25 @28
No. 2 hinds and ribs	21 @23	23 @24%
No. 3 hinds and ribs	19 @20	21 @22%
No. 1 rounds	18 @19	18 @19
No. 2 rounds	17 @17	17 @17
No. 3 rounds	16 @16	16 @16
No. 1 chucks	15 @16	14 @16
No. 2 chucks	14 @15	13 @13
No. 3 chucks	13 @13	12 @12%
Bolognas	@ 6	12 @13
Rolls, reg., 6@8 lbs. avg.	22 @23	22 @23
Rolls, reg., 4@6 lbs. avg.	17 @18	17 @18
Tenderloins, 4@6 lbs. avg.	60 @70	60 @70
Tenderloins, 5@6 lbs. avg.	80 @90	80 @90
Shoulder clods	10 @11	10 @11

DRESSED CALVES.

Prime	23 @25
Choice	19 @22
Good	17 @18
Medium	15 @16

DRESSED SHEEP AND LAMBS.

Lambs, choice spring	30 @31
Good lambs	27 @29
Lambs, poor grade	24 @26
Sheep, choice	16 @17
Sheep, medium to good	14 @16
Sheep, culls	12 @13

SMOKED MEATS.

Hams, 8@10 lbs. avg.	24 @25
Hams, 10@12 lbs. avg.	23 @24
Hams, 12@14 lbs. avg.	22 @23
Picnics, 4@6 lbs. avg.	17 @17%
Picnics, 6@8 lbs. avg.	14 @15
Rollettes, 6@8 lbs. avg.	16 @17
Beef tongue, light	24 @26
Beef tongue, heavy	26 @26
Bacon, boneless, Western	26 @27
Bacon, boneless, city	22 @23
Pickled bellies, 8@10 lbs. avg.	18% @19%

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.	@21
Pork tenderloins, fresh	@52
Pork tenderloins, frozen	@40
Shoulders, city, 10@12 lbs. avg.	@15
Shoulders, Western, 10@12 lbs. avg.	@13
Butts, boneless, Western	@23
Butts, regular, Western	@17
Hams, Western, fresh, 10@12 lbs. avg.	@22
Hams, city, fresh, 6@10 lbs. avg.	@24
Picnic hams, Western, fresh, 6@8 lbs. avg.	@13
Pork trimmings, extra lean	@19
Pork trimmings, regular 50% lean	@10
Spare ribs, fresh	@12
Leaf lard, raw	12% @13

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.	@ 75.00
Black hooft, per ton	45.00@ 50.00
Striped hooft, per ton	45.00@ 50.00
White hooft, per ton	@ 85.00
Thigh bones, avg. 85 to 90 lbs. per 100 pieces	@100.00
Horns, avg. 7 1/2 oz. and over, No. 1s.	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s.	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s.	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed	@28c	a pound
Fresh steer tongues, l. c. trim'd.	@38c	a pound
Sweetbreads, beef	@65c	a pound
Sweetbreads, veal	@1.00	a pair
Beef kidneys	@15c	a pound
Mutton kidneys	@ 8c	each
Livers, beef	@23c	a pound
Oxtails	@14c	a pound
Beef hanging tenders	@22c	a pound
Lamb fries	@10c	a pair

BUTCHERS' FAT.

Shop fat	@ 2%
Breast fat	@ 4
Edible suet	@ 5
Cond. suet	@ 4%
Bones	@20

SPICES.

	Whole.	Ground.
Allspice	19 22	
Cinnamon	17 20	
Cloves	22 27	
Coriander	9 12	
Ginger		16
Mace	1.10	1.20
Nutmeg	45	
Pepper, black	33 1/2	36 1/2
Pepper, Cayenne	32	36
Pepper, red		32
Pepper, white	50	53

GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 Veals	21	2.45	2.85	3.05	3.80
Prime No. 2 Veals	19	2.25	2.60	2.80	3.55
Buttermilk No. 1	18	2.10	2.50	2.70	....
Buttermilk No. 2	16	1.90	2.25	2.45	....
Branded Grubby	12	1.40	1.75	1.95	2.25
Number 3	.....				At Value

CURING MATERIALS.

	In lots of less than 25 bbls.	Bbls. per lb.
Double refined saltpetre, granulated	6c	5 1/2c
Double refined saltpetre, small crystal	7 1/2c	7 1/2c
Double refined large crystal saltpetre	8 1/2c	8 1/2c
Double refined nitrate soda, granulated	4c	3 1/2c
In 25 barrel lots:		
Double refined saltpetre, granulated	5 1/2c	5 1/2c
Double refined saltpetre, small crystal	7 1/2c	7 1/2c
Double refined saltpetre, large crystal	8 1/2c	8c
Double refined nitrate soda, granulated	3 1/2c	3 1/2c
Carload lots:		
Double refined saltpetre, granulated	6c	5 1/2c
Double refined nitrate soda, granulated	3 1/2c	3 1/2c

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	@26
Western, 48 to 54 lbs. to dozen, lb.	@26
Western, 48 to 47 lbs. to dozen, lb.	@23
Western, 36 to 42 lbs. to dozen, lb.	@21
Western, 30 to 35 lbs. to dozen, lb.	@19
Fowls—fresh—dry pkd.—prime to fry—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	@27
Western, 48 to 54 lbs. to dozen, lb.	@27

Western, 43 to 47 lbs. to dozen, lb.	25 @ 26
Western, 36 to 42 lbs. to dozen, lb.	24 @ 25
Western, 30 to 35 lbs. to dozen, lb.	22 @ 23

Fowls—frozen—dry packed—prime to fry—12 to box:

Western, 60 to 65 lbs., lb.	@26
Western, 55 to 59 lbs. lb.	@26
Western, 43 to 47 lbs., lb.	24 @ 25
Western, 30 to 35 lbs., lb.	21 @ 22

Ducks—

Long Island, prime	23 @24
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Squabs—

White, 11 to 12 lbs. to dozen, per lb.	55 @ 65
Prime, dark, per dozen	2.50@ 3.00

LIVE POULTRY.

Fowls, colored, per lb., via express	22 @23
Geese, swan, via express	@10
Turkeys, via express	25 @30
Pigeons, per pair, via freight or express	@35
Guineas, per pair, via freight or express	@80

BUTTER.

Creamery, extras (92 score)	@42%
Creamery, firsts (90 to 91 score)	40% @41%
Creamery, seconds	36 @37%
Creamery, lower grades	34% @35%

EGGS.

Extras, regular packed	26 @26%
Extra firsts	25 @25%
Firsts	24 @24%
Checks	19 @21

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	@ 2.40
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	@ 2.35
Blood, dried, 15-16% per unit	@ 4.00
Fish scrap, dried 11% ammonia, 10% B. P. L.	4.40@ 10c
Fish guano, foreign 13% ammonia	4.40@ 10c
10% B. P. L. bulk	4.40@ 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	3.50@50c
Soda Nitrate, in bags, 100 lbs. spot	@ 2.80
Tankage, ground, 10% ammonia, 15%	4.00@ 10c
B. P. L. bulk	3.70@ 10c
Tankage, unground, 9@10% ammonia	3.70@ 10c

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@31.00
Bone meal, raw 4 1/2 and 50 bags, per ton	@30.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% fat	@ 9.00

Potash.

Manure salt, 20% bulk, per ton	@11.70
Kalnit, 12.4% bulk, per ton	@ 9.00
Muriate in bags, basis 80%, per ton	@34.50
Sulphate in bags, basis 90%, per ton	@44.50

Beef.

Cracklings, 50% unground	@ 1.15
Cracklings, 60% unground	@ 1.30

Meat Scraps, Ground.

50%	@68.00
55%	@74.00

BUTTER AT FOUR MARKETS.

Wholesale prices for 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending June 23, 1927:

	June	17	18	20	21	22	23
Chicago	40 1/2	40 1/2	39 1/2	39 1/2	39 1/2	40	40
New York	42	42	42	42	42	42 1/2	42 1/2
Boston	Holiday	42	42	42	42	42 1/2	42 1/2
Philadelphia	43	43	43	43	43	43	43

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

	40	40	39 1/2	39 1/2	39 1/2
Chicago	40	40	39 1/2	39 1/2	39 1/2

Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	Since Jan. 1—last year.
Chicago	60,719	63,022	64,874	1,607,008
New York	72,060	81,226	77,946	1,756,941
Boston	20,177	Holiday	30,868	590,647
Philadelphia	24,903	24,397	26,004	555,193
Total	186,859	189,762	189,762	4,438,173

Cold storage movement (lbs.):

	In June 23.	Out June 23.	On hand June 24.	Same week day last year.
Chicago	404,742	16,832	15,203,005	17,563,371
New York	595,972	48,656	8,894,894	10,465,608
Boston	248,061	4,124	5,936,149	5,146,116
Philadelphia	127,669	22,382	3,399,023	4,255,097
Total	1,376,444	92,094	33,433,161	37,430,192

